

GRAIN DEALERS JOURNAL

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The Middleman's Campaign of Education

1. To educate the public in the simple and recognized principles of economics in their relation to business as it is conducted today.

2. To check at their inception all radical schemes which ignore these principles and depend on discontent, ignorance, and the promises of men who are orators and propagandists, but not men of practical experience and real responsibility.

3. We hold that where such schemes for their success depend upon the elimination of a rival by class legislation, the impracticability of such schemes is self-evident and we pledge our efforts to combat such legislation wherever it is proposed or whatever business it affects. Examples of such legislation are to be found in the Lantz bills which were defeated at Springfield, Ill. These bills attempted to eliminate the Chicago Board of Trade in order that a so-called co-operative organization might have no rival for marketing grain.

4. The immediate business of the organization consists in combating the greatest movement ever started in this country to pool the farmer's grain. The reasons for opposing it are that the scheme is essentially, though differing in detail, that which brought ruin to the state of North Dakota, which bankrupted the business of its citizens, closed its banks in large numbers and imposed a burden on its farmers much greater than the blight put on its crops by nature. The pooling scheme, as every practical business man knows, is monopolistic in its tendencies and as such antagonistic to the true spirit of Americanism. It ignores the unalterable principle of the law of supply and demand. It is

opposed at this time, not because it could ever be successful, even if not combated, but because in the period between its incubation and its assured failure, it would cost the American farmer and the American business man untold millions. It is always best to treat a disease the moment that the first symptom appears. That grain interests as at present established will suffer greatly goes without saying, allied lines of business also.

5. In our campaign against the pooling scheme we will use paid advertisements in newspapers and farm journals, letters direct to those at interest, pamphlets diagnosing the situation in full, posters and speakers. Men competent to handle the subject will be provided free whenever and wherever required. Incidentally, the needs of newspapers for legitimate news of the campaign will be cared for by trained newspaper men. The matter is one of such importance that thoughtful editors will wish to keep track of developments in their news columns.

6. The movement is, in short, an uprising of middlemen to defend themselves against radical attacks and to prove that middlemen exist only because they are an economic necessity.

7. Suggestions from all such, and criticism of the campaign will be welcome, because it is from them that support must come. It is their fight. The funds necessary are a drop in the bucket compared to the millions of loss which are possible and which many interests have already suffered through radical legislation and radical propaganda.

R. I. Mansfield, Chairman

Executive Committee, Grain Dealers National Association
Western Union Bldg., Chicago, Ill.

Can You Guess Where the Fire Started?

There is one thing certain; when an elevator burns, which is covered with American Ingot Iron, the fire originates within the elevator.

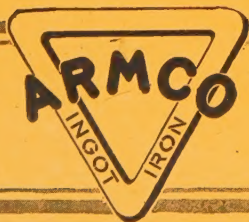
Carelessness on the part of an employe, a heated bearing, a clogged elevator leg, dust explosions, all take their toll—but outside causes—lightning, locomotive sparks, etc., caused 49% of 881 fires last year. An Armco covered elevator will eliminate the greatest hazards.

Be sure your elevator builder has specified Armco. That it lasts longest under the most severe weather conditions means it lasts longest under all conditions.

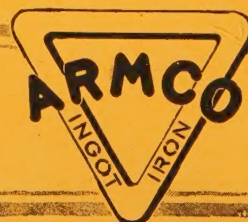
Elevator builders who have reputations to maintain, insist on putting Armco on the elevators they build. It's a sterling mark on the entire job.

The American Rolling Mill Co.

Middletown, Ohio



The American Rolling Mill Co.
Middletown, Ohio



Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

AMARILLO, TEXAS.

Early Grain & Elvtr. Co., wholesale grain.*
Stone & Co., Lester, wholesale grain.

ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.*
Moore-Lawless Grain Co., cosgmts., futures, pvt. wires.*

ATLANTA, GA.

Commercial Exchange Members.

Gregg & Son, J., wholesale brokers, grain, hay.*

BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers, exporters.*
Blackburn & Co., C. P., grain receivers, exporters.*
Dennis & Co., grain merchants.*
England & Co., Chas., grain, hay.*
Fahey & Co., John T., grain receivers and exporters.*
Gill & Fisher, receivers and shippers.*
Hammond, Snyder & Co., Inc., receivers, exporters.*
Hax & Co., G. A., grain, hay, seeds.*
Jones & Co., H. C., receivers, shippers, exporters.*
Lederer Bros., grain receivers.*
Robinson & Jackson, grain commission merchants.*
Steen & Bro., E., grain receivers and exporters.*

BEAVER, OKLA.

Horne Grain Co., Texas wheat, barley, milo.

BIRMINGHAM, ALA.

Birmingham Grain Co., grain, feed, flour.*
Hemphill & Co., R. C., mdse. & grain brokers.
Montgomery Brokerage Co., grain, gr. pdts., hay, mdse.
Western Grain Co., mfrs. mxd. feed, crn. meal, grits.*

BLOOMINGTON, ILL.

Hasenwinkle Grain Co., brokers of country grain.

BOSTON, MASS.

Chamber of Commerce Members.

Benzaquin, Matthew D., grain brokerage commission.*

BUFFALO, N. Y.

Corn Exchange Members.

Armour Grain Co., grain merchants.*
Burns Grain Co., grain commission.*
Churchill Grain & Seed Co., receivers, shippers.*
Davis, Inc., A. C., grain.*
Doorty-Ellsworth Co., Inc., brokerage commission.*
Electric Grain Elevator Co., consignments.*
Globe Grain Co., receivers & shippers.*
Harold, A. W., grain, barley a specialty.
McConnell Grain Corporation, commission merchants.*
McKillen, Inc., J. G., receivers and shippers.*
Kennedy & Co. Chas. wheat a specialty.*
Pratt & Co., receivers, shippers of grain.*
Ratcliffe, S. M., commission merchant.
Seymour-Wood Grain Co., consignments.*
Taylor & Bournique Co., grain merchants.
Townsend Ward Co., The, consignments.*
Urmston Elevator Co., grain commission.*
Watkins Grain Co., consignments.*
Whitney & Gibson, consignments.*

CAIRO, ILL.

Board of Trade Members.

Cairo Grain Commission Co., consignments.*
Halliday Elevator Co., grain dealers.*
Magee-Lynch Grain Co., grain dealers.*
Thistlewood & Co., grain and hay.

CARROLLTON, MO.

Claiborne Commission Co., commission merchants.*

CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.*
Gifford Grain Co., grain and grain products.*
King Wilder Grain Co., grain shippers.*

CHATTANOOGA, TENN.

Board of Trade Members.

Hood Feed Co., flour, feeds, field seeds.

*Member Grain Dealers National Association.

CHICAGO, ILL.

Board of Trade Members.

Anderson & Co., W. P., grain commission merchants.*
Armour Grain Co., grain buyers.*
Bailey & Co., E. W., grain commission merchants.*
Bartlett-Frazier Co., grain merchants.*
Brennan & Co., John E., grain commission merchants.*
Carhart Code Harwood Co., grain commission.*
Dole & Co., J. H., grain and seeds.*
Freeman & Co., Henry H., grain, hay, straw.
Gerstenberg & Co., commission merchants.*
Hales & Hunter Co., grain merchants.*
Harris, Winthrop & Co., grain commission.*
Hitch & Carder, commission merchants.*
Hoit & Co., Lowell, commission, grain and seeds.
Lamson Bros. & Co., consignments solicited.*
Lewis & Co., F. S., grain and provisions.*
McKenna & Dickey, commission merchants.*
Mumford & Co., W. R., grain, hay, millstuffs.*
Norris Grain Co., grain merchants.*
Northern Grain & Warehouse Co., grain receivers.
Paynter, H. M., grain and field seeds.
Pope & Eckhardt Co., grain and seeds.
Press & Co., W. G., grain, provisions, stocks, etc.
Requa Bros., wheat a specialty.
Rumsey & Co., grain commission.*
Schiffman & Co., P. H., commission.*
Shaffer Grain Co., J. C., grain merchants.*
Simons, Day & Co., grain merchants.*
Somers, Jones & Co., grain and field seeds.*
Thayer & Co., C. H., receivers-shippers.*
Updike Grain Co., consignments.*
Leland & Co., E. F., grain and seeds.*
Zweig & Co., Harry A., cash grain only.

CINCINNATI, O.

Grain & Hay Exchange Members.

Early & Daniel Co., grain, hay, feed.

CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., grain and millfeed.*
Cleveland Grain & Milling Co., The, revrs. & shprs.*
Gates Elevator Co., The, receivers and shippers.*
Sheets Elevator Co., The, grain, hay, straw.*
Shepard, Clark & Co., grain merchants.*
Strauss & Co., H. M., receivers, shippers hay & grain.*

COLBY, KANSAS.

Harris & Haynes, wholesale—brokers—grain.

CLOVIS, N. MEX.

Western Elvtr. Co., The, revrs-shprs., hdqtrs kafir-milo.*

COLORADO SPRINGS, COLO.

Robinson-Hunt Grain Co., grain, hay, seeds, beans.*

DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.*

DALHART, TEXAS.

Kinard Grain Co., J. C., wholesale grain & hay.*

DECATUR, ALA.

Decatur Coal & Mfg. Co., grain and feedstuffs.
Lyle-Taylor Grain Co., whlse. grain, hay, feeds.

DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.*

DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.
Ayres Merc. Co., The F. C., grain, flour, feed.
Best & Co., J. D., corn, oats, barley.
Conley-Ross Grain Co., The, grain and beans.
Crescent Flour Mills, The, wheat, corn, oats.*
Denver Elevator. We buy and sell grain and beans.*
Elder Grain Co., F. W., "Always Working."
Houlton Grain Co., wholesale grain.
Gallagher Grain Co., grain merchants.*
Hungarian Flour Mills, wheat, corn, oats, etc.
Kellogg Grain Co., O. M., receivers and shippers.*
McCaull-Dawson Co., wholesaler and commission.*
Moore-Lawless Grain Co., private wires to all markets.*
O'Donnell Grain Co., wholesale grain.*
Phelps Grain Co., T. D., wholesale grain.*
Scott-George Grain Co., receivers and shippers.*
Summit Grain Co., wheat, corn, oats, rye, barl.*

DES MOINES, IOWA.

Board of Trade Members.

Anderson Co., D. L., grain merchants.
Iowa Grain Co., receivers and shippers.
Lockwood, Lee, grain, millfeed broker.
Marshall Hall Grain Co., grain commission.
Taylor & Patton Co., corn and oats.

DETROIT, MICH.

Board of Trade Members.

Dumont, Roberts & Co., receivers, shippers.*
Lapham & Co., J. S., receivers & shippers.
Lichtenberg & Son, oats, corn, hay, straw.
Simmons & Co., F. J., grain and hay.*
Swift Grain Co., consign or ask for bid.*

DODGE CITY, KANSAS.

Hillyer Grain Co., grain.

DUBLIN, GA.

Smith Brothers, brokers, mdse., grain, feedstuffs.*

DULUTH, MINN.

Board of Trade Members.

Mitchell Co., W. C., grain commission.*
White Grain Co., shippers all grains.*

FORT WORTH, TEX.

Grain and Cotton Exchange Members

Dorsey Grain Co., receivers, shippers.
Transit Grain & Com. Co., consignments, brokerage.*

GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.*

GREENSBORO, N. C.

Moon-Taylor Co., grain and hay brokers.*

GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.*

HAGERSTOWN, MD.

Valley Brokerage Co., feed, grain, hay broker.*

HASTINGS, NEBR.

Elder, Fred W., wholesale grain, hay and mill pdts.*
Koehler-Twidale Elevator Co., grain dealers.*
Moritz Grain Co., C., wholesale grain.*
Sexson, C. R., grain.

HATTIESBURG, MISS.

Merchants Grocery Co., whlse. grocers, grain, fd., dr.

HILLSBORO, KANSAS.

Hillsboro Roller Mills, gr. dlrs., dr., chick feed.

HOUSTON, TEX.

Rothschild Co., S., grain, c/s products, rice b/p.*

HUTCHINSON, KANS.

Board of Trade Members.

Midwest Grain Co., The, shippers.

INDIANAPOLIS, IND.

Board of Trade Members.

Anderson, Ed. D., grain commission & consignments.
Belt Elevator & Feed Co., receivers and shippers.
Boyd Grain Co., Bert A., strictly brokerage & com.
Cleveland Grain & Milling Co., grain commission.
Evans Grain Co., W. R., commission and brokerage.*
Hayward-Rich Grain Co., grain commission.*
Hoosier Grain Co., consignments only.
Kendrick & Sloan Co., Inc., grain and hay.
Menzie Grain & Bkg. Co., Carl D., grain commission.*
Montgomery & Tompkins, receivers and shippers.
Probst & Kassebaum, Inc., hay, grain, feed.
Steinhart Grain Co., commission and brokerage.*
Urmston Elevator Co., receivers and shippers.*
Witt, Frank A., grain commission and brokerage.*

JACKSON, MICH.

Bartlett & Co., J. E., feed, grain, salvage.
Wagner-White Co., track buyers-sellers, grain-feed.

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

JACKSON, MISS.

Field Co., Robt., succ. to P. L. Brittain Co.
Royal Feed & Mfg. Co., mixed feed mfrs.*

KANSAS CITY, MO.

Board of Trade Members.

Alfalfa Grain Pkts. Co., everything in the feed line.
Beyer Grain Co., consignments.
Christopher & Co., B. C., kafir, feretita, milo.*
Claiborne Commission Co., commission merchants.*
Croysdale Grain Co., commission merchants.
Davis Grain Co., A. C., grain commission.
Denton Kuhn Grain Co., consignments.*
Dills & Morgan, consignments.*
Ernst Davis Grain Co., commissions.*
Federal Grain Co., receivers, shippers.*
Friscoe Elevators Co., grain merchants.*
Hah-Baker Grain Co., consignments.*
Hipple Grain Co., feretita, kafir, milo.
Larabee Flour Mills Corp., The, mfrs. "Larabee Best."
Logan Bros. Grain Co., receivers and shippers.*
Mensendieck Grain Co., consignments.*
Miller Grain Co., S. H., consignments.*
Moore-Lawless Grain Co., grain receivers.*
Moore-Seaver Grain Co., receivers and shippers.*
Nicholson Grain Co., W. S., strictly commission.*
Moritz & Co., C., consignments.*
Norris Grain Co., grain merchants and exporters.
Roehen Grain Co., E. E., consignments.*
Root Grain Co., consignments and futures.*
Scouler Bishop Grain Co., receivers and shippers.*
Shannon Grain Co., consignments.*
Simonds, Shields, Lonsdale Grain Co., grain.*
Stevenson Grain Co., buyers and sellers.*
Terminal Elevators, receivers, shippers.*
Twidale-Wright Grain Co., consignment futures.
Thresher Fuller Grain Co., grain commission.*
Western Grain Co., receivers and shippers.*
Wilser Grain Co., consignments.*

LAWRENCE, KANS.

Underwood & Sons, J., grain, feed, seeds.

LEAVENWORTH, KANS.

Wilson-Legler Hay & Grain Co., branch at Kansas City.

LIBERAL, KANS.

Light Grain & Mfg. Co., mill pkts., kafir, milo.
Vickers Grain & Seed Co., grain and field seeds.

LINCOLN, NEBR.

Grain Exchange Members.

Ewart Grain Co., wheat, corn, oats, rye, barley.*
Foster, E. D., feeders supplies.
Lincoln Grain Co., grain merchants.*
Wright-Leet Grain Co., receivers and shippers.

LITTLE ROCK, ARK.

Grain Exchange Members.

Caple & Stockton, hay, grain, feed.
Davis, S. P., Est. 1893, grain, flour, cottonseed meal.
Farmer Wilson Co., brokers, hay, grain, mill feed.*
Gordy Co., C. L., grain brok., hay, grain, mill feed.*
Wilson Co., John R., grain brokers.

LOUISVILLE, KY.

Board of Trade Members.

Bingham-Hewett Gr. Co., receivers-shippers of grain.*
Callahan & Sons, receivers and shippers of grain.*
Edinger & Co., grain, hay, flour.
Farmer & Sons, Oscar, hay, grain and feeds.*
Fruechteicht, Henry, grain, feed, hay.
Kentucky Public Elevator Co., storers and shippers.*
Verhoeff & Co., H., receivers and shippers.*
Zorn & Co., S., receivers and shippers.*

LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.*

MARSHALL, MO.

Claiborne Commission Co., commission merchants.*

MEMPHIS, TENN.

Merchants Exchange Members.

Browne, Walter M., broker & com., consignments.*
Buxton, E. E., broker and commission merchant.*
Clark-Burke & Co., grain and hay.
Cook, L. P., receiver and shipper.
Davis & Andrews Co., grain, mixed feed.*
Delta Flour & Feed Co., flour, feed, meal, grains.
Denyven & Co., brokers and commission.*
Edgar-Morzan Co., mixed feed manufacturers.
Hasenwinkle, H. J., consignments.
International Sugar Feed Co., feed mfrs. and grain.
Lovitt & Co., L. B., cotton seed and peanut products.
Mississippi Elevator Co., grain dealers, feed mfrs.*
Pease & Dwyer, grain, mixed feed.
Quaker Oats Co., feed & cereal mfrs.
Royal Feed & Milling Co., mixed feed mfrs.
Sessum Grain Co., grain, mixed feed.*
U. S. Feed Co., grain, hay, mill feed.*
Wade & Sons, Inc., John, grain, feed, flour.*

MERIDIAN, MISS.

Board of Trade Members.

Lyon & Co., A. J., whise, gro., grain, feed.
Meyer Bros., wholesale groc., grain, feed.
Sturgis Co., grain dealers, mixed feed mfrs.*
Threefoot Bros. & Co., whise grain, feed, fir., gro.*

MIDDLEPOINT, OHIO.

Pollock Grain Co., grain, hay, straw, earn corn.

MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.*

MILWAUKEE, WIS.

Chamber of Commerce Members.

Bacon Co., E. P., grain and seed.*
Bartlett & Son Co., L., grain com. merchants.*
Bell Co., W. M., commission merchants.*
Blanchard Grain Co., grain receivers.*
Blanchard Grain Co., "Always Dependable."*
Buerger Commission Co., grain and seed.
Cargill Grain Co., grain and seeds.
Donahue-Stratton Co., dls. grain and feed.*
Flanley Grain Co., consignments solicited.
Frank-La Budde Grain Co., feeds, grain, hay.
Fraser-Smith Co., commission merchants.
Kamm Company, P. C., grain shippers.*
Lauer & Co., J. V., grain merchants.
Merriam Commission Co., consignments.*
Milwaukee Grain Commission Co., grain commission.*
Mitchell Co., W. C., commission merchants.
Mohr-Holstein Commission Co., grain merchants.*
Rang & Co., Henry, commission merchants.
Rankin, M. G., & Co., grain and feed.
Rialto Elvtr. Co., grain receivers and shippers.*
Runkel & Dadmun, grain commission merchants.*
Taylor & Bournique Co., grain merchants.*
Thayer & Co., C. H., receivers & shippers.*
Updike Grain Co., consignments solicited.*

MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Banner Grain Co., grain receivers.
Benson, Quinn Co., grain commission.*
Cargill Commission Co., grain commission.*
Carter-Sammis & Co., grain commission.*
Cereal Grading Co., grain merchants.*
Chambers-Mackay Co., screenings & mill feed.
Davies & Co., F. M., grain commission.*
Gee Grain Co., G. E., receivers and shippers.*
Getchell-Tanton Co., grain commission.*
Gould Grain Co., receivers and shippers.*
Hankinson & Co., H. L., grain commission.*
Mainquist & Co., C. A., receivers & shippers.*
Marfield Grain Co., grain commission.*
McCarthy Bros. & Co., receivers & shippers.*
McCaull Dinsmore Co., consignments solicited.*
Mitchell Co., W. C., grain commission.*
Poehler Co., H., grain commission.*
Seidl, Frank J., all grains and feeds.
Sheffield Elevator Co., shippers of grain.
Sterling Grain Co., receivers and shippers all grains.
Van Dusen-Harrington Co., grain merchants.*
Welch Co., E. L., mill oats and screenings.
Wernall-Anderson Co., grain commission, screenings.
Woodward Newhouse Co., grain merchants.

NEWARK, N. J.

Smith & Wallace Co., J. C., receivers shippers.

NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, potatoes.*

NEW ORLEANS, LA.

Board of Trade Members.

Anderson & Jackson, Inc., exporters of grain.*
Barr, R. J., grain exporter.*
Fox Co., C. B., exporters.
Gibbons, J. T., gr. dealers, mixed fd. mfrs., expts.
Matthews Sons, Geo. B., mill feed manufacturers.
Nathan & Pettis, twdg. agt. & expt. fght. broker.*
Neumond, Inc., K. & E. dls. & expts in feed articles.
Richmond Co., Inc., W. L., expt. shpg., fgt. bkg. & fg.*
Rodd & Co., Chas. M., gr. brokers & twdg. agents.*
Waterman & Co., J. S., gr. flour & fd. bkrs., fir. jobs.*

MOULTRIE, GA.

Delay, A. J., flour and grist mill.

NASHVILLE, TENN.

Grain Exchange Members.

Allen Grain Co., receivers & shippers.*
Allfeed Milling Co., feed manufacturers.
Kerr, S. S., receiver and shipper.*
Nashville Grain & Feed Co., receivers & shippers.
Tennessee Grain Co., receivers and shippers.*

NEW YORK CITY.

Produce Exchange Members.

Brinard Commission Co., consignments.*
Jones & Co., M. B., buyers—quote us.*
Knight & Company, commission merchants.*
Therrien, A. F., broker.*

NORFOLK, VA.

Moon-Taylor Co., grain and hay brokers.*

OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Cherokee Grain Co., grain merchants.*
Conyers Grain Co., grain merchants.*
Lang Grain Co., J. H., prompt and efficient service.*
Langenberg Bros. Grain Co., grain merchants.
Marshall Grain Co., grain, feed, seeds.*
Moore, George L., grain merchant.
Okla. City M. & E. Co., grain merchants, millers.*
Perkins Grain Co., W. L., brokers.*
Scannell-Winters Grain Co., grain and feed.
Stinnett Grain Co., grain merchants.*
Stowers Grain Co., W. B., commission merchants.
Strader & Co., J. Edgar, grain, hay, feed.*
White Grain Co.

OMAHA, NEBR.

Grain Exchange Members.

Butler Welsh Grain Co., grain merchants.*
Crowell Elevator Co., receivers, shippers.*
Holmquist Elevator Co., receivers and shippers.*
Leopold-Briggs Grain Co., conscientious service.
Maney Grain Co., The, consignments.*
Miller Wilson Grain Co., receivers and shippers.
Roberts Grain Co., Geo. A., grain merchants.
Stockham Grain Co., E., commission merchants.*
Trans-Mississippi Grain Co., receivers and shippers.*
United Grain Co., grain commission.
Updike Grain Co., consignments.*

OTTAWA, KANS.

Ross Milling Co., The, millers, hard wheat flour.

PAMPA, TEXAS.

McMurtry Grain Co., L. C., wheat, kafir, milo.*

PEORIA, ILL.

Board of Trade Members.

Bartlett Co., S. C., grain commission.*
Bowen Grain Co., H. D., receivers & shippers.
Cole Grain Co., Geo. W., receivers and shippers.*
Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., C. H., grain commission.*
Harrison, Ward & Co., receivers & shippers.
Luke Grain Co., grain commission.*
McFadden & Co., G. C., consignments.
McCreery & Son, J. A., wheat, corn, oats.*
Miles, P. B. & C. C., grain commission.*
Mueller Grain Co., receivers and shippers.*
Shaffer Grain Co., J. C., receivers & shippers.*
Turner Hadnut Co., receivers and shippers.*
Tyng Grain Company, receivers and shippers.*

PHILADELPHIA, PA.

Commercial Exchange Members.

Delp Grain Co., E. E., grain and millfeeds.*
Dunwoody Co., Etl., flour, grain, feed.*
Lemont & Son, E. K., wheat, corn, oats, flour, feed.
McKay, Donald, grain and millfeeds.
Miller & Sons, L. F., grain, seeds, hay.*
Richardson Bros., grain, flour, millfeeds.*
Richardson, Geo. M., grain and feeds.*
Rogers & Co., E. L., hay, straw, grain, feed.*
Standard Hay & Grain Co., grain and hay.
Stites, A. Judson, grain & millfeed.*
Young & Co., S. H., wheat, corn, oats.

PITTSBURGH, PA.

Members Grain and Hay Exchange.

Allen & Co., H. S., grain & hay.*
Burson Grain Co., C. G., recvrs., shprs-commission.*
Elwood & Co., R. D., hay and grain.*
Foster Co., C. A., grain merchants.*
Geidel & Leubin, grain and hay.
Hardman & Heck, grain, hay, millfeed.*
Harper Grain Co., corn a specialty.*
Heck & Co., W. F., grain, hay, millfeed.*
Herb Bros. & Martin, grain and hay.
McCaigue, R. S., grain, hay.
Rogers & Co., Geo. E., grain & hay.*
Smith & Co., J. W., grain merchants.*
Stewart & Co., Jesse C., grain and mill feed.
Walton Co., Samuel, grain and hay.*
Young & Fisher, brokerage and commission.*

PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

PORTLAND, MAINE.

Casco Grain Co., wholesale, grain & feed.
Doten Grain Co., The, grain, feed, flour.
Maine Grain Co., grain, feed and flour.
Paris Flouring Co., flour, grain and feed.*

PORTLAND, ORE.

Pacific Coast Elevator Co., grain.*
Pacific Grain Co., grain exporters.*

PRINCETON, MO.

Alley Grain Co., oats, corn, wheat, seeds.*

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

PUEBLO, COLO.

McClelland Met'l I. & R. Co., grain hay, and feed.*

QUINTER, KANSAS.

Jones-Rogers Grain Co., brokers.

RICHMOND, VA.

Grain Exchange Members.

Beveridge & Co., S. T., grain, hay, feeds, seeds.

ROCHESTER, N. Y.

Dailey Bros., Inc., receivers and shippers.

SAGINAW, MICH.

Smith-Connor Hay & Grain Co., hay and grain

SALINA, KANS.

Board of Trade Members.

Baber Grain, Feed & Seed Co., grains, feed, seeds.
Beyer Grain Co., The consignments and mill orders.
Bossemeyer Grain Co., The Paul, grain merchants.*
Geo. E. Gano Grain Co., The, receivers & shippers.
Richter Grain Co., wheat, coarse grains & millfeed.
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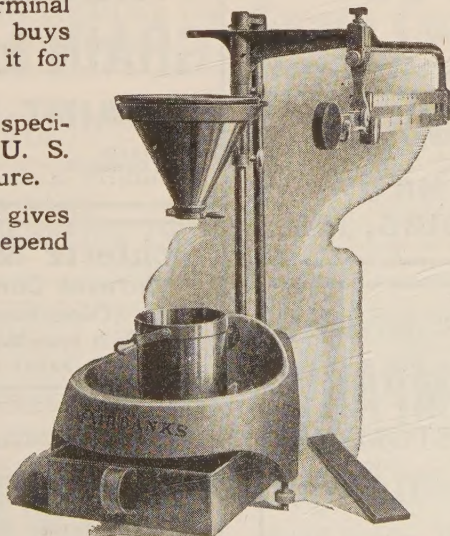
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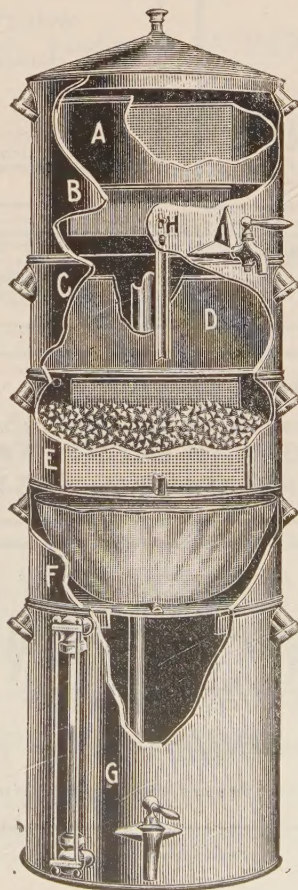
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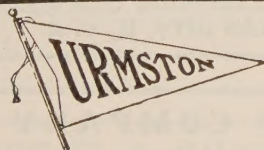
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"The Reliable Consignment House"

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SHIP US THAT NEXT CAR

WE WANT YOUR BUSINESS
NOT LATER—BUT TODAY
Especially Consignments
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Personal attention given
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and in fact all grain men who are wide awake and on the alert to get onto all the ins and outs of the grain business, subscribe for and read the Grain Dealers Journal.

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CONSIGN TO
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Grain Commission
 305 SOUTH LA SALLE STREET
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PHONE

We announce our removal to Suite 701 Continental and Commercial Bank Bldg., Chicago, where Jim Fones is in charge of our CASH GRAIN. Write for Wagner Summer Essays on grain. Ship to Wagner. Phone Fones. E. W. WAGNER & CO., 28 years in business. Grains, Securities, Cotton, Provisions.

FONES

You Can Make
 the Grain Dealers Journal worth much or little to your business. It represents the labor of nearly a thousand persons using equipment that costs nearly a million. All of it is in the interest of your business and you will find suggestions and pointers in both the reading and advertising pages of real value, if you will but read and heed the message.

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 SURPLUS AND PROFITS 10,542,058.00

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 Wholesale Grain Dealers
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 We make track bids and quote delivered prices.
 Solicit Consignments of Grain and Clover Seed,
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Tell us what you
 need for your
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 and we'll tell you
 where to get the
 latest and best.

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 Grain Dealers Journal, 305 So. La Salle St.,
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 ASK FOR OUR DAILY RED LETTER
 Toledo Seed Futures
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 On that next order
 "Send it to Zahm"
 J.H. STREICHER W.W. CUMMINGS

Clover Seed

International Game, played in Toledo, Ohio.
 Providence does dealing. When "Seedy" favor

C. A. KING & CO.
 Like Billy Sunday they deal in cash and futures

There is great satisfaction in trusting your
 CONSIGNMENTS OF GRAIN AND SEED
 to a firm you KNOW to be RELIABLE.
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MARSHALL HALL GRAIN CO.

One of the best in the grain trade with experienced organization, best grain handling facilities and up-to-date methods.

OPERATOR MARSHALL HALL GRAIN ELEVATOR, MILLION BUSHEL CAPACITY

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The great and growing market in the corner of four GREAT GRAIN states

This combination means SUCCESS AND SATISFACTION to all OUR TRADE!

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STRICTLY COMMISSION

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Our Idea: Personal attention, Quick returns

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Especially Equipped to Handle
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Shippers of CORN and OATS
MILWAUKEE, WIS.

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Grain Commission Merchants

Sellers of Cash Grain and
Field Seeds on Consignment
MILWAUKEE--CHICAGO--MINNEAPOLIS

For Consistent SERVICE
Ship to
Blanchard Grain Company

34 New Insurance Building
MILWAUKEE, WIS.
1920 A. D.

"A D" meaning Always Dependable

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"The Reliable Consignment House"

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CROWELL ELEVATOR COMPANY

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GRAIN

Consignments Solicited
OMAHA



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**WHEAT, CORN
OATS**

TWO Terminal
Elevators

Million bushel
capacity

CHOICE MILLING WHEAT

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Oats and Cottonseed—Eight Tables, reducing any weight from 20,000 to 107,950 pounds to bushels of 32 pounds.

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Barley, Buckwheat, Hungarian and Hempseed—Seven Tables, reducing any weight from 20,000 to 97,950 pounds to bushels of 48 pounds.

Corn, Rye, Flax Seed, Kafir and Pop Corn—Nine Tables, reducing any weight from 20,000 to 118,950 pounds to bushels of 56 pounds.

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WANT OFFERS**GRAIN FLOUR MILL FEED**Delivered Philadelphia
Either Export or Domestic
The Bourse**S. H. YOUNG & CO.****WHEAT — CORN — OATS**

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Eastern Office, Philadelphia, Pa.**L. F. MILLER & SONS**

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They contain many stories of interest.
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**General Grain and
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Grain Business in All Branches

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CORN, OATS—Sacked or Bulk*WIRE US FOR QUOTATIONS*

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to people who want to
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Dried Corn, Country White Oats**E. A. GRUBBS GRAIN CO.**

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CENTRAL MILLS COMPANY

JOBBERs and FEED MFRS.

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Send us samples whenever you can offer any grain
Byproducts, such as Oat Clips, Barley Chaff,
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*"The top 'o the market to you"***SWIFT GRAIN CO.**Murphy Building
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250,000 bushels. Buyers and
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Exceptional Service Assured

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NEW ORLEANS**Universal
Grain Code**Designed especially to reduce the
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pages contain 14,910 code words
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RECEIVERS and SHIPPERS
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Put Your Name

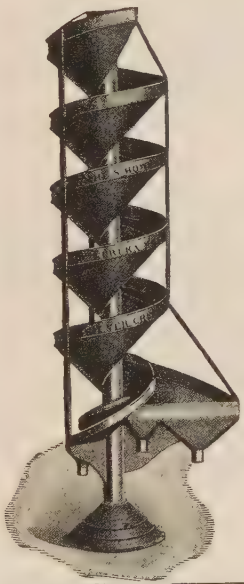
where every progressive
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and keep it there.

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Grain Dealers Journal
OF CHICAGO

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CLEVELAND, OHIO
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Ask for Prices



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MUSTARD SEED SEPARATOR

Conceded to be the most ingenious thing ever invented for removing mustard from screenings, grain and seeds.

Automatic
No Moving Parts

Operates on the
Gravity Principle

Self-Acting
Requires No Power

Sold at such a low price that it actually pays for itself in a few weeks.

READ THIS:

Gentlemen—I have O. K'd the bill for Mustard Seed Cleaner. It is surely a dandy little machine, and does the work to perfection. Wishing you success, I am yours truly,

STAR & CRESCENT MILLING CO.

W. W. SOPHER, Supt.

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We'll test your samples and show you something interesting



S. HOWES COMPANY, Inc. Silver Creek, N. Y.

GRAIN SCALE BOOK

Form 23 is an indexed receiving book which is a little better than the ordinary. Each man's loads are entered on his page and a 28-page index in the front enables you to locate any account immediately. Each page is ruled and has column headings as follows: L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; and Amount.

The book contains 252 pages and a 28-page index in front of the best grade heavy ledger paper, bound in heavy board with cloth sides and red keratol back and corners. Size of page is 10 1/2 x 15 1/2.

Below is a letter received from one user which testifies as to the serviceability of this book:

Farmers Grain & Supply Co., Ensign, Kansas
Grain Dealers Journal, Chicago, Ill.

Feb. 19, 1921.

Gentlemen:—Please send us by parcel post one grain scale book form No. 23. This book is well made and stands up under the wear and tear of office routine.

Very truly, Farmers Grain & Supply Co.
(Signed) C. T. Jones, Mgr.

To obtain a copy of the best grain scale book printed, order Form 23. Weight 5 1/2 lbs. Price \$4.50.

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305 So. LaSalle St.

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It PAYS to GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

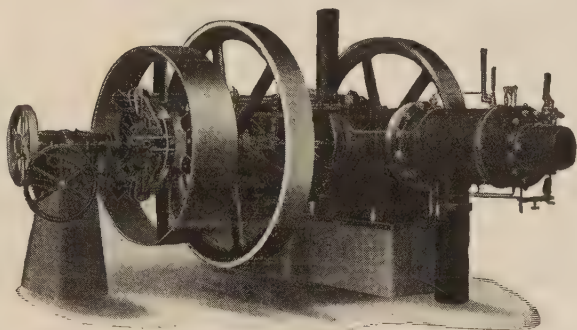
"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." R. W. Watt, Jacobebury, O.

10 sizes; 2 to 25 H. P. Write for free catalogue. G.
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USE CRUDE OIL AND FUEL OIL

Reduce Your Fuel Bill 80 Percent
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MUNCIE OIL ENGINE CO.
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THE BEST SUPPLEMENTARY FEED
at \$10.00 Per Ton

Pure powdered buttermilk at the prices we quote is equivalent to liquid buttermilk at \$10.00 per ton with the feeding advantages of no waste, slop, shrinkage, or spoilage.

For Poultry and Hog Feeds:

You are aware of the value of buttermilk as a feeding material for poultry. **Pure dried buttermilk** in your product furnishes the ingredients otherwise lacking to aid digestion—prevent or destroy disease germs—promote health and growth. **Pure dried buttermilk** for "buttermilk mashes" will increase the value and sales of your feed without material increase in the unit manufacturing cost. Our roller flake grade is packed in 100-lb. paper lined sacks. Ask for delivered price to any point on a single sack or a carload.

For Pancake Flours:

you will find that **pure powdered buttermilk** possesses all the advantages of powdered skim milk, and besides, contains lactic acid, a property of value as a preservative, an aid to digestion, and one greatly enhancing flavor and taste. **Pure powdered buttermilk** is economical. It is superior. We pack it in 50-lb. and 90-lb. containers. Ask for delivered price, any quantity.

The Fairmont Creamery Company

By-Product Dept. K

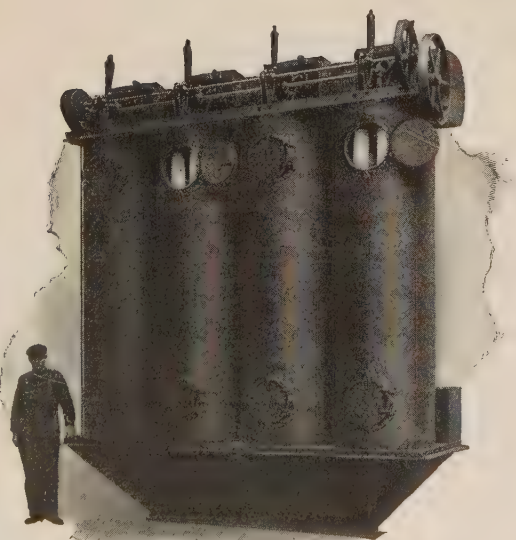
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THE COMPLETE COLLECTOR

for Elimination of Elevator

Dust Risks



The Allis-Chalmers
Style "B" Dust Collector

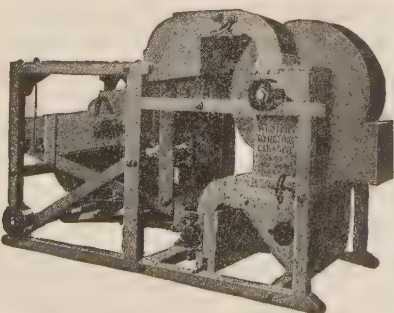
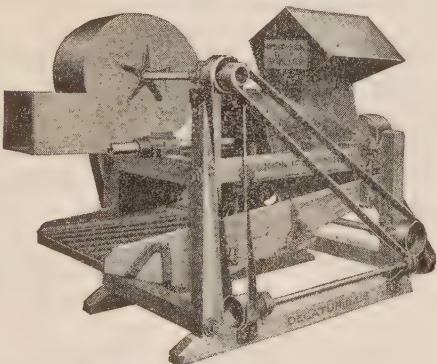
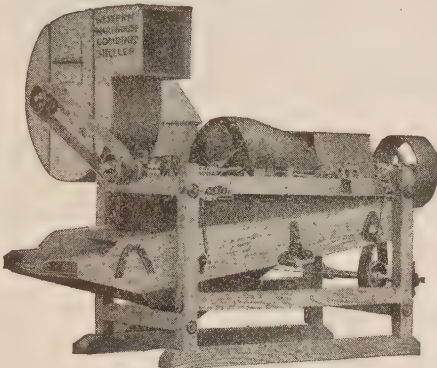
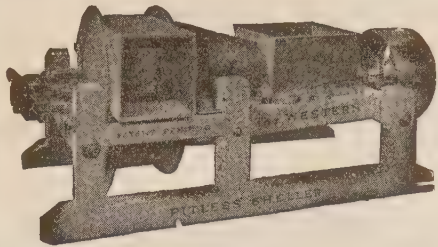
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Complete individual studies of each problem.

ALLIS-CHALMERS
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And All Principal Cities



WESTERN Shellers and Cleaners RANK FIRST IN SERVICE DURABILITY AND EFFICIENCY

We also manufacture a complete line of Grain Elevating and Power Transmission Machinery. A complete stock is always on hand in our plant, making it possible to offer exceptional service in the way of prompt shipment.

Send for our new catalogue No. 27.

*Give Us a Chance to
Prove These Statements*

UNION IRON WORKS
DECATUR, ILLINOIS



The Recognized Superiority
of the

RICHARDSON ALL-AUTOMATIC SHIPPING SCALE

for
Cupola Installation
is acknowledged by
thousands of users.

Choke-proof, self-leveling and self-testing, a RICHARDSON combines every essential feature of a completely self-operating machine. It is SELF-LOADING, SELF-BALANCING, SELF-COMPENSATING, SELF-COUNTING AND RECORDING AND SELF-DUMPING.

Man-Made Errors in Weight Avoided Accuracy Guaranteed

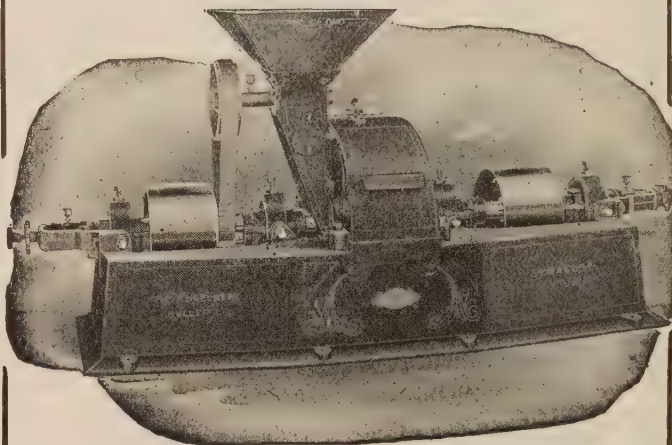
You don't have to give your time in the busy season to A RICHARDSON. It frees you for other work, whereas a hand-operated or semi-automatic type of Hopper scale is not only difficult and expensive to install, but they require from 1 to 2 hours close attention every time a car is loaded.

Send for BULLETIN 1219-G

RICHARDSON SCALE COMPANY
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You Cannot Judge A Mill by the Advertised Description



If you are interested to know why our "HALSTEAD" has larger capacity; does better work with less power, at about one-half upkeep expense, and original cost of Mill from 40% to 60% less than other makes, write us for catalogue.

THE ENGELBERG HULLER CO.
631 W. Fayette Street SYRACUSE, N. Y.

MILLERS—GRAIN MEN—

Stop to consider the ECONOMY and SATISFACTION in a RECEIVING and CLEANING UNIT for handling Farmers' wheat from wagon or truck. IT IS ECONOMICAL in that you pay for the cleaned wheat only. We SPECIALIZE on the EQUIPMENT and INSTALLATION of these outfits. Write us for further information and testimonials on the outfits we have furnished.

FURTHERMORE—

We SPECIALIZE on ROLL GRINDING and CORRUGATING, and can furnish a superior class of work on all STANDARD and SPECIAL CUTS. We are the ORIGINATORS of the PEERLESS "V" and "U" THREAD CORRUGATION for making 96% cracked Corn or Wheat. Give us a trial.

PEERLESS PRODUCTS

Self Rising and Pancake Flour Mixers
Feeders and Disc Aspirators
Friction Coupling and Pulley Clutches

COMPLETE STOCK

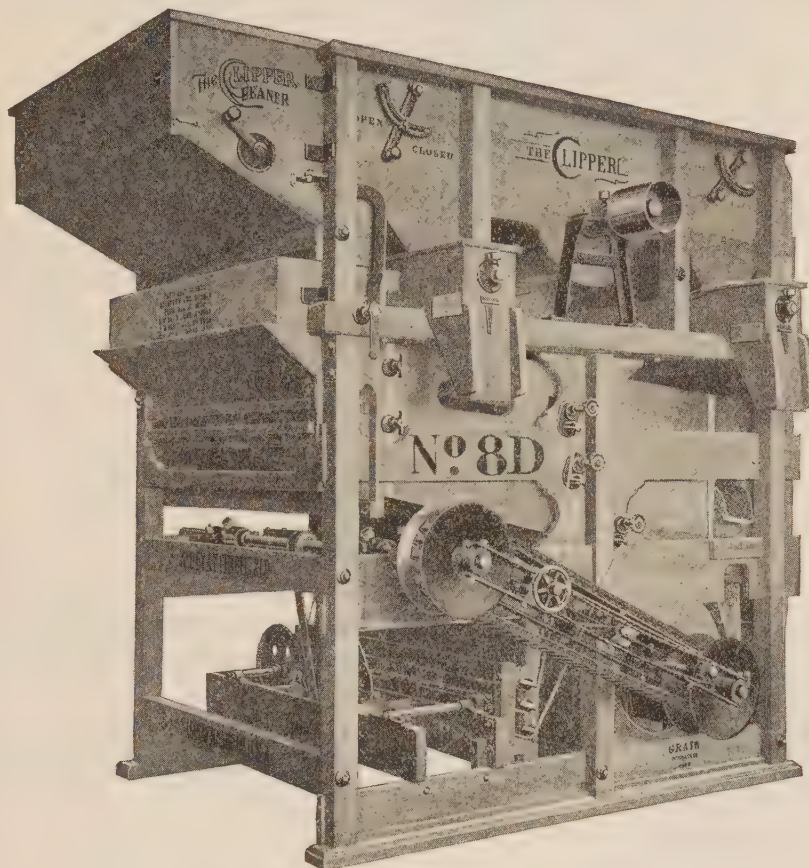
"Dufour" Silk Bolting Cloth
Cloths made up Accurately and Promptly
Ladew "Hoyt" Leather Belting
Tyler Wire, The "BUCKLEY" and Supplies
of all kinds for Mills and Elevators

Flour Mills Built and Remodeled
Corn Mills Equipped on the "WATKINS" SYSTEM

ESSMUELLER MILL FURNISHINGS CO.
1216-1224 So. 8th St. St. Louis, Mo.

CLIPPER

Double Suction Dustless Grain Cleaners



with—

Variable Air Regulator
Ball Bearing Suction Fans
Ball Bearing Loose Pulley
Improved Screen Holders
New Traveling Brush Adjustment
New Type Cross-Head for Brush Drive

In all these ideas the Clipper leads the Grain Cleaner Industry. It is just such things that make the Clipper the most popular cleaner on the market.

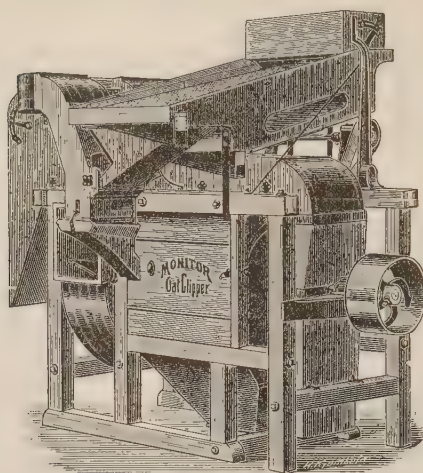
Results Actually Produced by CLIPPER CLEANERS in Operation

are far more convincing than empty claims. We have a large number of these Cleaners in use in the grain growing states and every owner or operator of a No. 8-D or No. 149-D Cleaner can vouch for the **HIGHLY PROFITABLE RESULTS** and **SATISFACTION** THEY GIVE.

The Clipper Cleaner is not an experiment. Years of constant study and untiring efforts have enabled us to produce a machine that stands **SECOND TO NO OTHER CLEANER ON THE MARKET.**

NEW CATALOG NOW READY

A. T. FERRELL & CO. **SAGINAW**
MICHIGAN



Oat Clipping is an operation of profit. Every kernel of oats that you clip has an increased value. Yet in performing the operation it is as easy to get the utmost increase as to get half. The MONITOR OAT CLIPPER gets it all. And it costs no more than other machines of a like purpose and size.

Canadian Plant
HUNTLEY MFG. CO., Ltd.
Tillsonburg, Ont.

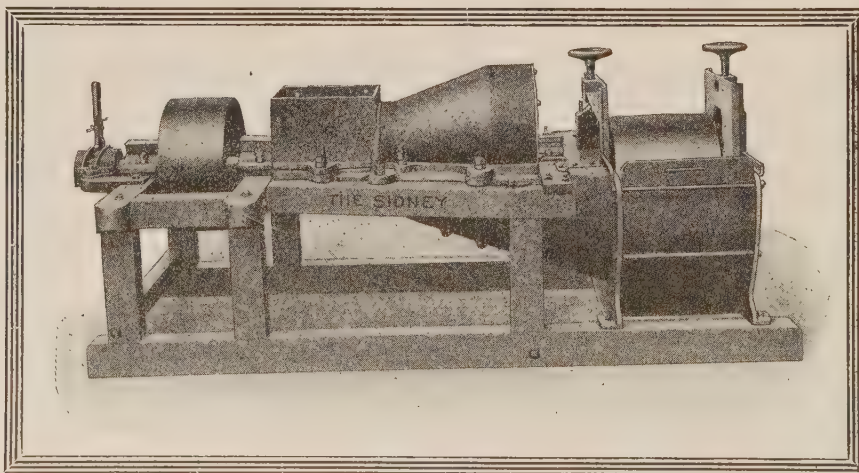
HUNTLEY MFG. CO.

Department B
SILVER CREEK, N. Y.

Sidney Combined Sheller and Boot

Works successfully on Corn in any condition, guaranteed

Requires no
expensive
hoppering



Sheller

Boot

Eliminates
deep tank
or pit under
the elevator

Our catalog, which is yours for the asking, gives further information

The Philip Smith Mfg. Company
Sidney, Ohio



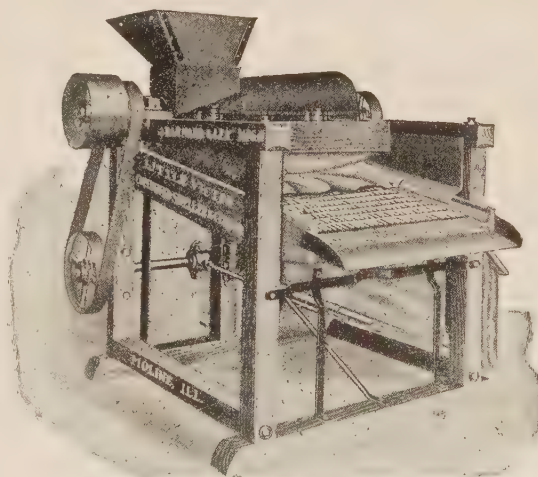
Two Efficient Small Capacity Machines

The Little Victor Corn Cleaner

As a corn cleaner of moderate capacity, this machine has no equal. The sieve is the Barnard-Cornwall Patent Finger Sieve type which, in one operation, removes all fine cob ends, and makes the corn thoroughly clean for grinding into meal. Extra Sieves can be furnished for handling different kinds of grain. It can be used very efficiently in the small mill as a Receiving Separator.

LITTLE VICTOR Combined Corn Sheller and Cleaner

Made to meet the requirements of all wanting a machine of small capacity, yet strong, durable and efficient. It is equipped with the Barnard-Cornwall new patent finger sieve, which prevents choking and cleans the corn better than any other sieve. There are thousands of these machines in use, all giving the best of satisfaction.



Catalog No. G-16 illustrates a complete line of corn shellers and cleaners



BARNARD & LEAS MFG. CO.

**MILL BUILDERS AND
MILL FURNISHERS**

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



U. S. SHELLERS

CORN SHELLER VALUE IS A COMPOSITE—an INDEX composed of quality of materials and workmanship, mechanical soundness, durability, reliability, appearance and price.

To judge U. S. Value, we ask you to examine it exhaustively, interview owners, compare it with all other shellers.

You will be amazed to find that for actual superiority in all essentials U. S. prices are lowest.

U. S. prices are based upon former low costs of plant and equipment, and present costs of labor and material.

THE B. S. CONSTANT MFG. CO.

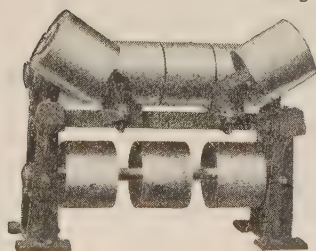
Bloomington, Illinois



**Elevating
Conveying
Power Transmitting
Machinery**

Screw Conveyors
Belt Conveyors
Bucket Elevators

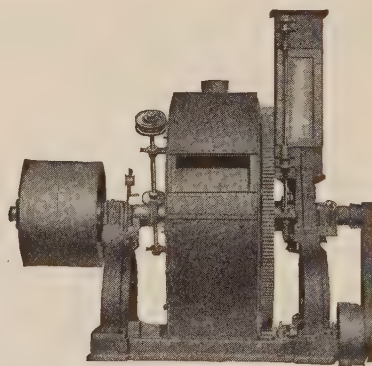
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H. W. CALDWELL & SON CO.
Chicago, Ill.—17th St. and Western Ave.

New York—50 Church St.

Dallas, Texas—709 Main St.

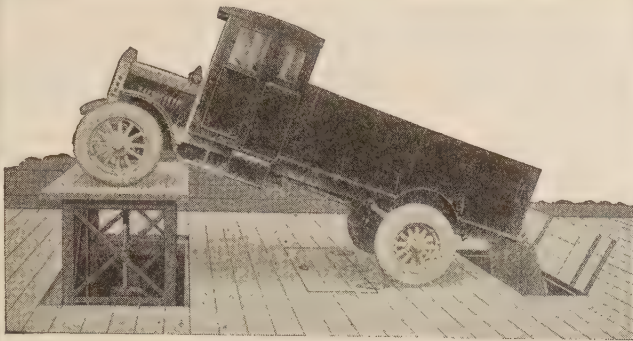


TRIUMPH BARLEY PEARLER

Triumph Pearlers are being used by this country's largest producers of pearled grain. They are automatic in every respect and produce a product which cannot be beaten.

We'll be glad to supply full information to those who desire it.

THE C. O. BARTLETT & SNOW CO.
Main Office and Wcrks: Cleveland, Ohio



KEWANEE LIFT ALL STEEL—BALL BEARING

We do not know of a single objection to lifts that has not been overcome in the KEWANEE LIFT. It is all steel—no wood to swell or rot. With the exception of the platform top there is no wood used in the construction of the KEWANEE LIFT. It is all of steel, cannot warp or buckle.

By combining the all-steel feature with ball-bearing operation the KEWANEE gives the utmost in satisfactory operation and long life. It is the only dump designed to operate in one unit with either trucks, wagons or sleds.

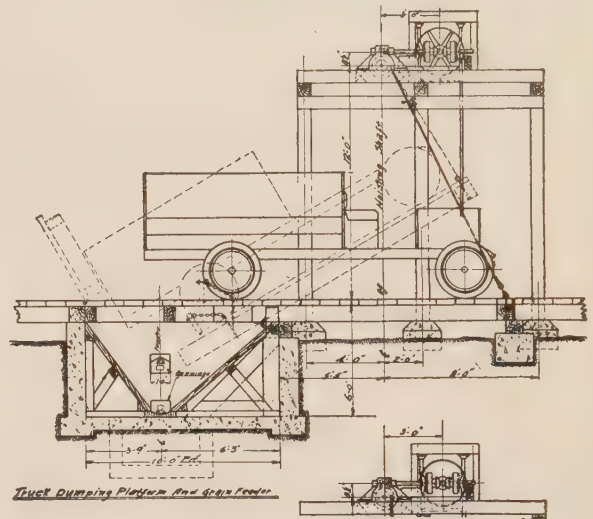
Regardless of what equipment you may use the KEWANEE is universally adaptable without change or addition. It will not get wobbly, operates smoothly under all loads and will support 50 tons. It has no chains, geared cables, pulleys or overhead framework. It is simple in its construction—easy to operate—quick. Raises and dumps in a few seconds, without locking front or rear wheels. Will not permit sliding while unloading. Accommodates any size or length truck, wagon or sled.

Simple and Durable

The illustration above shows the KEWANEE lift in operation. It operates with compressed air, the KEWANEE tank being in accordance with American Society of Mechanical Engineer's specifications. No complicated set of gears or sprockets to get out of order and throw your entire outfit out of working condition until repairs can be received. A single turn of the valve raises the lift any height desired. Opening the blowoff valve lowers the platform gently to its original level. No time lost—no doubt—no exertion—quick—positive—dependable. Write today for full description and details.

KEWANEE IMPLEMENT COMPANY
514 Commercial St. KEWANEE, ILLINOIS

SOMETHING NEW IN A TRUCK DUMP



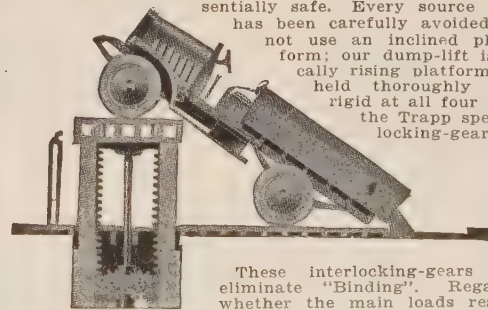
Can Be Installed in Any Elevator
All Working Parts in Full View of Operator
Easily Installed and Operated

Send For Bulletin 107B

WELLER MFG. CO.
CHICAGO

If You Had A Trapp Dump

there would be no accidents whatever caused by your dumping auto-trucks. Trapp Dumps are essentially safe. Every source of danger has been carefully avoided. We do not use an inclined plane platform; our dump-lift is a vertically rising platform which is held thoroughly firm and rigid at all four corners by the Trapp special interlocking-gear system.



These interlocking-gears positively eliminate "Binding". Regardless of whether the main loads rest on one side, or one corner, of the Trapp Lift-platform, the platform is thoroughly protected against "Binding"; moreover, Trapp Dumps give the most thoroughly dependable dumping service, and stand up under the hardest work without showing any weakness—the Trapp Dump is the one absolutely reliable dumping equipment now offered for your use.

SEND FOR PRICES, testimonial letters from past buyers, and long list of installations we have made in LINE ELEVATORS.

Trapp-Gohr-Donovan Company
Factory and Offices, 1125-27-29 No. 22nd St.
OMAHA, NEBRASKA

SPEAR Sample Envelopes

*Grain Samples Sent
the Spear Way Always
Reach Destination*

The value of supplying your customers with clean, promptly delivered samples is obvious. Do not neglect the important factor of good sample envelopes.

Write us for samples and prices today.

HEYWOOD MFG. CO.

420 N. 3rd St. Minneapolis, Minn.

Your Opportunity

is here. Now is the time to let the elevator man know you want his business. Advertise in the

Grain Dealers Journal

The Automatic Dump Controller



A Good Business man gives his helpers the best, most up-to-date useful articles he can purchase with which they may perform their duties, with the greatest ease and in the shortest time.

In this way his people become more efficient and more valuable to him.

It is just as necessary for you to give your Friend Dump the most up-to-date and useful equipment with which he may perform his work, in order to procure the desired results in your business.

The McMILLIN Automatic Dump Controller is to your Dump what the Adding machine is to any Business man's Bookkeeper.

Send for Circulars.

L. J. McMILLIN

525 Board of Trade Bldg.
INDIANAPOLIS, IND.

THE WORLD'S LARGEST ELEVATORS USE THIS BRUSH



For sweeping grain cars and elevators, the STAR BRUSH has no equal. Made of stiff selected fibre, 5 inches long. Guaranteed to outwear four or five corn brooms and do cleaner and faster work. Built on hardwood block 14 inches wide and flared to an 18-inch sweep. Largest elevators in Minneapolis, Duluth, Port Arthur and Ft. William now use this brush exclusively.

Order a dozen today. If within sixty days you do not find them entirely satisfactory, send them back. We'll pay the transportation charges both ways.

Price \$16.00 per dozen, F. O. B. Minneapolis

Flour City Brush Company

422-424 South Fourth Street

MINNEAPOLIS

No Repair Bills—No Watching

IN this compact, smooth-running machine is complete elimination of sieves, shaker devices, brushes, fans and vibration. No stub belts to run off or chains to break. The one central shaft carrying the discs is mounted on ball bearings run in oil-tight housings.

Once the Carter Disc Separator is set in motion it will run indefinitely without further attention. There are no adjustments to shake out of order, no parts to wear or break.

You can install the Carter in your elevator anywhere. It takes up little room, requires small power, and involves low installation cost.



—insures you cleaner separation than has been possible by machinery used heretofore—and a higher grading on your wheat, on one run through. It will save you loss of wheat in tailings; and increase the test weight of wheat about one pound per bushel through the scouring action of the discs.

Made for Different Classes of Separation:

- oats and barley from wheat,
- oats and barley from rye,
- seeds and wheat from oats,
- removes wild peas, cockle and seed from wheat,
- reclaims wheat from screenings.

TRY IT AT OUR RISK The Carter Disc Separator is sold under the most liberal guarantee ever made. There are no strings to it—you are the judge and jury. If, after a reasonable trial, it is not satisfactory to you in all respects, we agree to accept its return and give you full credit for it.

Write for Full Information

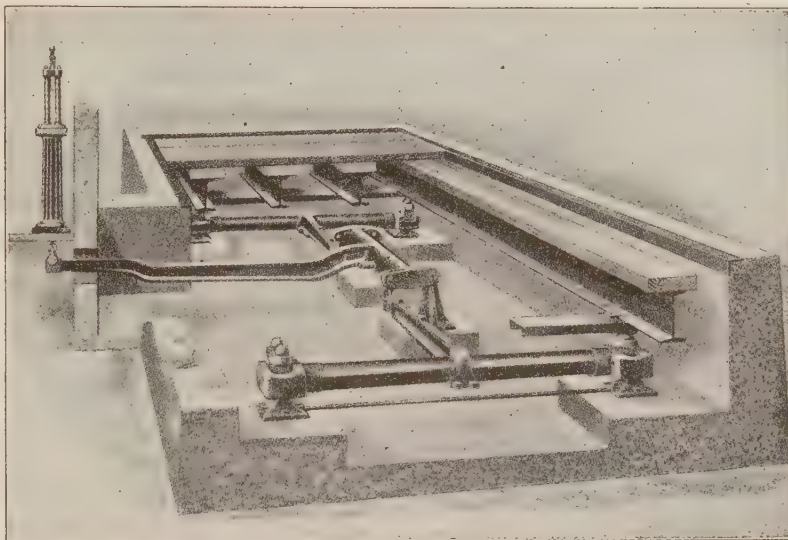
We know what the Carter can save you in dollars and cents, by what it is doing for scores of others. Write us for their experiences.

Carter-Mayhew Mfg. Co., 611 Fifth Ave. South, Minneapolis, Minn.
In Canada Manufactured and Sold by Strong-Scott Mfg. Co., Winnipeg

Howe Ball Bearing Auto Truck and Wagon Scales

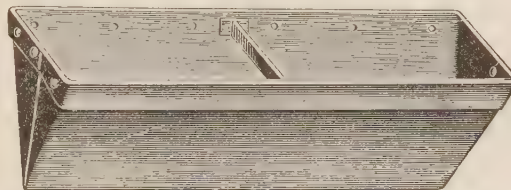
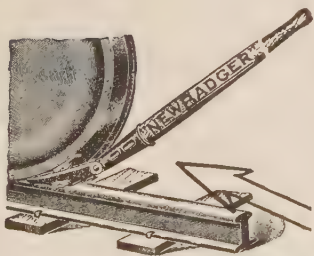
The cut below shows our **Special** 10-Ton Auto Truck and Wagon Scale for Country Elevators and Coal Yards. Platform 16x8 and Full **Heavy Steel Four I Beam Construction**, with Angle Iron Outside Frame.

H
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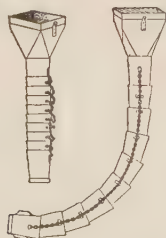
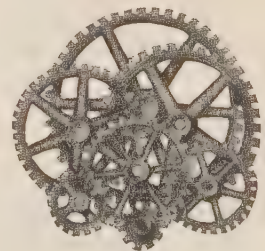


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Over **200** of these Special Scales sold in Nebraska and Iowa in 1920. Send for this list. Write users and get their opinions of this **Special** Scale.



Minneapolis V Buckets
Salem & Empire Buckets, Large Stock



Dust Protectors



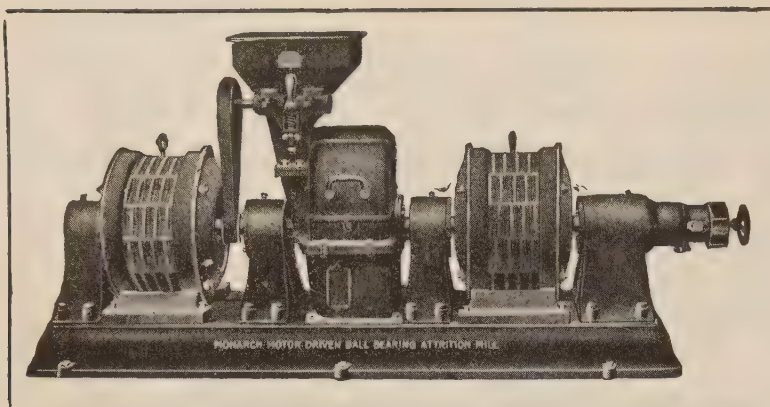
Complete stocks of all kinds of Pulleys, Belting, Sprockets, Loading Spouts, Grain Spouting and everything for a complete elevator. Write us.

AMERICAN SUPPLY & MACHINERY CO.

OMAHA

1102 Farnam Street

NEBR.



There's Economy In Every Detail

Economy in feed grinding, as in any other business, means increased profit, and you are assured of the maximum amount of profit if you take advantage of the economical features of the

MONARCH BALL BEARING ATTRITION MILL

SAVES TIME—Requires no tramping.
SAVES LABOR—No worn down bearings.
SAVES LUBRICANT—Uses grease instead of oil.
SAVES EXPENSE—Maintenance cost is small.

SAVES TROUBLE—Product always uniform.
SAVES DELAY—Rapid grinding; large capacity.
SAVES REPAIRS—Durably constructed.

SPROUT, WALDRON & COMPANY

Mill Builders and Milling Engineers

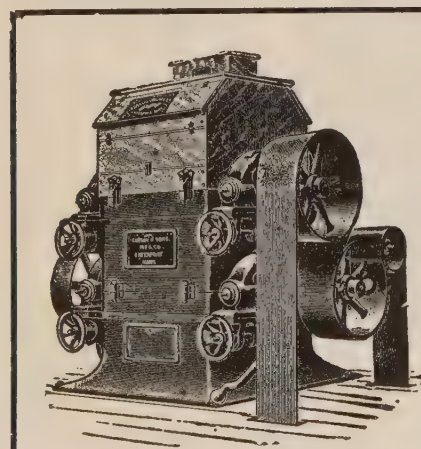
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KANSAS CITY, MO., 102 New England Bldg.

MINNEAPOLIS, MINN., 407 Fourth St., So.

CHICAGO, ILL. No. 9 So. Clinton St.



More Profits

The elevator owner who installs a feed mill in his elevator puts himself in line for more profits. No other sideline is as profitable. Your farmer patrons must have feed for stock. Are you going to let them go to your competitor? Drop us a line asking for further particulars regarding a feed mill for your elevator.

J. B. Ehrsam & Sons Mfg. Co.

Enterprise, Kansas

Grain Scale Book

Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10x15 1/2 inches, of Atlas linen ledger paper. A 28-page index in front. Extra heavy cloth covers with leather back. Price, \$4.50

GRAIN DEALERS JOURNAL

315 So. La Salle Street

CHICAGO, ILL.

Clipped Oats ---- Scoured Wheat

Either operation on the same machine

The Invincible Combined Scourer, Clipper and Cleaner

Raise the grade of your wheat and oats

When equipped with a Carry-by Spout any grain can be cooled and preserved without being run through the cylinder.

Write for our interesting price and full particulars

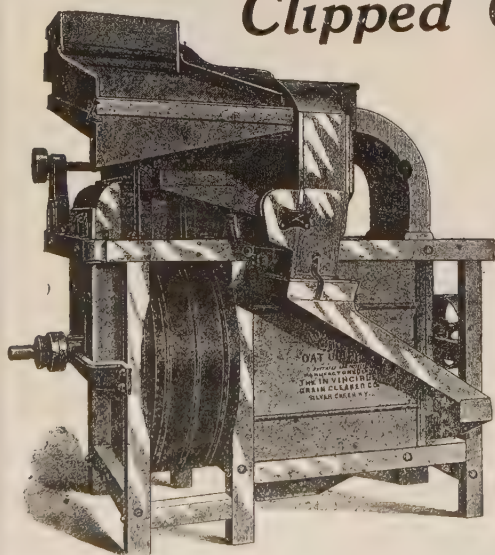
INVINCIBLE GRAIN CLEANER COMPANY

Silver Creek, N. Y.

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 Berger & Carter Co., San Francisco, Calif.
 Bert Eesey, Box 363 Fremont Ohio
 C. J. Hogle, 30 So. Arlington St., Indianapolis, Ind.

F. J. Murphy, 214 Postal Bldg., Kansas City, Mo.
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ELEVATOR BROOMS

Just the kind of a broom you elevator men have been wanting for many years. Our ELEVATOR BROOM is the result of 29 years of experience and close investigation of the requirements of a broom for Elevator use. These brooms are durably made, one wire band and three seams, maple warehouse handle, pliable broom corn and a sprinkle of bamboo. The seams may be removed and thereby prolong the life of the broom.

We guarantee these brooms to give greater service than the average elevator broom. If not satisfactory we demand you to return them and have your money refunded.

Price \$12.00 per doz. F. O. B. destination. Third dozens will be sent via Parcel Post.

W. E. Otwell & Co. Linn, Kans.



Paint Pigment

A paint pigment, to do effectively the work for which it is intended, must have certain vital properties, some of which are:

- 1.—It must be inert—that is, it shall not undergo any chemical change in use.
- 2.—It must aid in preserving the original elasticity of the vehicle.
- 3.—It must increase the thickness of the paint film to afford better protection.
- 4.—It must have long life to maintain unimpaired the above properties.

All of these conditions are met fully by flake silica-graphite, the pigment used in Dixon's Silica-Graphite Paint. This pigment is mined naturally combined and therein lies the secret for experience has shown that a mechanical mixture will not perform these vital functions.

Write for our Technical Booklet No. 15B. It will show how and why silica-graphite is better pigment.

JOSEPH DIXON CRUCIBLE COMPANY
JERSEY CITY, N. J.
ESTABLISHED 1827

DIRECT REDUCTION GRAIN TABLES IN FRAME

This set contains six cards with marginal indexes, giving reductions of any number of pounds from 600 to 6,590 by 10-pound breaks. For oats and cotton seed at 32 lbs.; barley, buckwheat and Hungarian at 48 lbs.; shell corn, rye and flaxseed at 56 lbs.; wheat, clover, peas, potatoes at 60 lbs.; and ear corn at 70 and 75 lbs. to the bushel. Pounds are printed in bold faced type, and reductions to bushels directly beside the corresponding pounds. The six cards fit into a bass wood frame with a glass front. Frame can be hung anywhere and tables easily read thru glass. Size 12½x13¼ inches. Order Form No. 3275 DRF. Price complete, \$2.00.

The six cards of this set may be obtained without box frame for \$1.00.

GRAIN DEALERS JOURNAL
305 So. La Salle Street
Chicago, Ill.

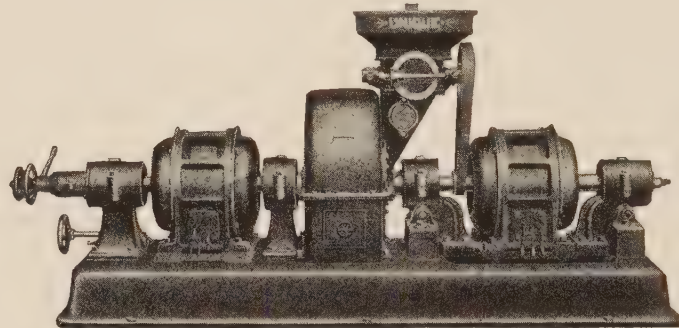
DIRECT HEAT OR STEAM CONTINUOUS FLOW MADE IN ALL SIZES

Randolph Grain Driers

WIRE PHONE Q. W. RANDOLPH CO. TOLEDO OHIO U.S.A.

Do You Want

a Mill that will give you greater capacity when you are rushed to get out the feed for your customers?



HIDDEN FEATURES in the **Unique** make this possible, and when you consider that the Unique runs on Ball Bearings and that General Electric Motors running at 1750 revolutions per minute in opposite directions—are built into the mill, **YOU KNOW** that you can make feed that cannot be surpassed for fineness and uniformity, and at the lowest cost per ton.

Write **ROBINSON MFG. CO.,** P. O. BOX 411, MUNCY, PA.

Chicago Office: 416 Western Union Bldg.
456 L St., N. E. Minneapolis, Minn.
1131 S. 2nd St. Louisville, Ky.

79 Milk St. Boston, Mass.
3325 Archwood Ave. Cleveland, Ohio
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GRAIN STANDARDS' ACT

U. S. Department of Agriculture equips its Grain Laboratories with Torsion Balances.



6055

Style No. 5055 Corn
Acidity Determination and Fine Weighings.



Style No. 4000 Used in Moisture Test.

We illustrate above in our Corn and Seed Testing Pamphlet. Copies free upon request.
WE SELL ANALYTICAL BALANCES

The Torsion Balance Co.

Pacific Coast Branch:
49 California Street
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Factory:
Jersey City, N. J.

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Elevator Operators!

Improve your car loading facilities; load your cars direct from wagons; salvage grain from wrecked cars and elevators; install a

Nall Pneumatic Car Loader

It takes the grain from any place to anywhere. From wagon to bin—from bin to bin—or from bin back to wagon again. There is no shoveling or hand handling. Its operation is entirely automatic—automatic suction intake—automatic elevation, and automatic distribution.

And there are no damaged kernels as no grains pass through the fan.

The fan is left free to do its work and this fatal and costly defect of other machines eliminated. Operator may insert delivery hose in bin or granary and blow them full—then remove and insert intake hose and suck them empty.

Operated by any power. Grain cooled and sweetened during operation and heating stopped. Complete interesting details on request.

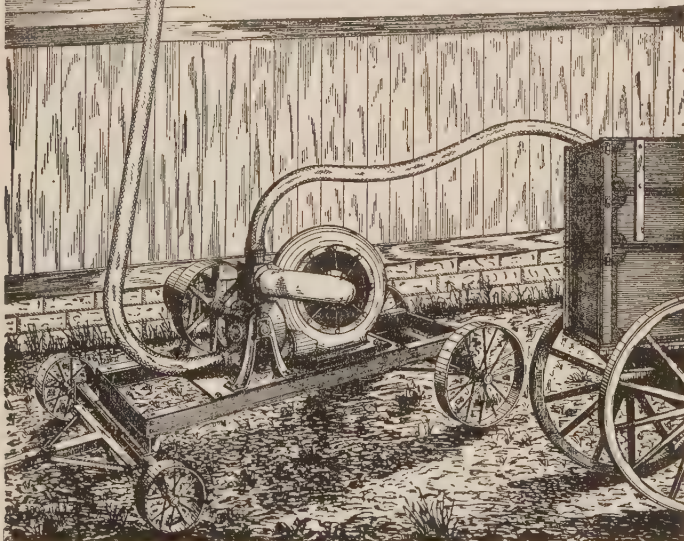
Nall Separator & Elevator Co.

430 Plymouth Bldg.

Minneapolis, Minn.

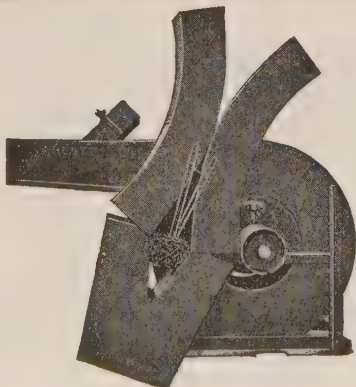
Handles All Grains—

The Nall Pneumatic Grain Conveyor may be used to handle all small grains and shelled corn. Model of compactness. Portable. Can also be used for conveying other material. Light in weight and acts as dryer for grain threshed damp. Write for catalog.



Used and endorsed by railroads for cleaning up wrecked grain cars and in transferring grain from damaged cars to good cars.

Can make immediate shipment on receipt of orders.



30 DAYS' TRIAL

Dust is Dangerous to Health

There is no need to ruin your health or the health of your men by scooping grain in a dirty, dusty car. Our system is not only simple but effective.

You can load every car to full capacity with a Boss Air Blast Car Loader, without any scooping in the car. You can also clean the grain as you load if you desire. O. N. East, of Milmine, Ill., says it is superior to a regular grain cleaner.

We manufacture Stationary outfits for installation in elevators, also portable outfits with and without engines. Prices range from \$150.00 to \$1,185.00. They handle both EAR corn and loose grain. Write for Trial Offer and complete catalog. It will pay you.

MAROA MANUFACTURING CO.,

Dept. G.,

Maroa, Ill.

OLSON GRAVITY TRUCK AND WAGON DUMP

Get our Price and Circulars

HUTCHINSON

KANSAS

For Accurate Moisture Tests use our Grain Dealers' Air Tight Cans for forwarding your grain samples.

ST. LOUIS PAPER CAN & TUBE CO.

ST. LOUIS, MO.

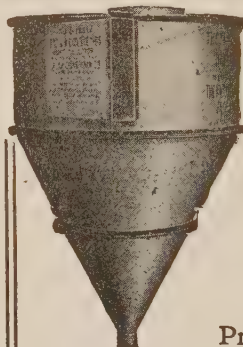
Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER

Box 404 South Bend, Ind.



Dust Collection is Profit Collection

When You Install a

NEW "1905"

CYCLONE DUST COLLECTOR

In the first place it is saving the possible total loss of your house by dust explosion; second, the dust and screenings so collected can be sold; and in the third place it effects a saving of one-half in power cost. The revenue thus produced by the collector will pay for it many times over.

Investigate before it's too late.

THE KNICKERBOCKER CO.
JACKSON, MICH.

For elevator and mill supplies we issue a net price catalog. If in the market write us for one.

WHITE ★ STAR ★ CO.
WICHITA, KANSAS

When You Think of Electrical Construction or Repairing—THINK OF

Pierson-Wilcox Elect. Co.

MINNEAPOLIS, MINN.

ESTABLISHED 1898

TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent

CLAIM LOSSES
10,000 SHIPPERS

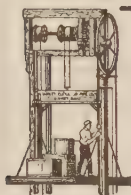
Are now using them

Write for samples and prices

INTERNATIONAL SEAL & LOCK CO.

Chas. J. Webb, Vice-President

617 Railway Exchange Bldg., Chicago, Ill.



SIDNEY AND ELEVATORS MAN LIFTS

are Money Makers
They will reduce your handling expense and speed up your work. Easily installed. For quotations give your requirements.
SIDNEY ELEVATOR MFG. CO.
Sidney, Ohio

CLEAN AND LOAD IN ONE OPERATION

To make the most money these days the grain elevator operator must operate his plant as economically as possible; he must ship the highest grain possible and it must be clean. To get the maximum in loading facilities and at the same time clean the grain loaded every elevator operator should install

The
Combined
Grain
Cleaner
and
Pneumatic
Car
Loader



It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Cools and dries the grain as it passes through the air.

Used by hundreds of elevator owners. List of users will be sent you upon request.

Write for List and Circulars

MATTOON GRAIN CONVEYOR CO., MATTON, ILLINOIS

HOTEL ROBIDOUX

St. Joseph, Mo.



HOTEL DYCKMAN

Minneapolis, Minn.

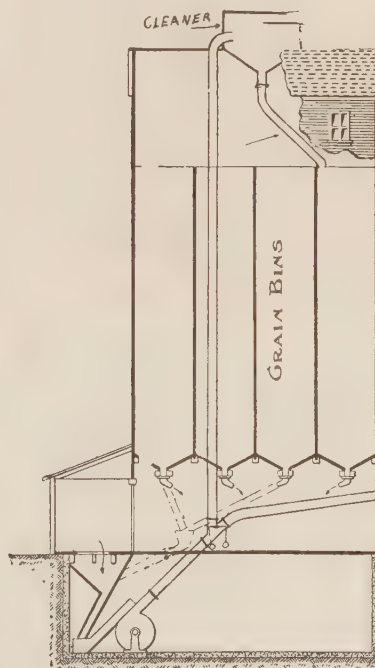
C. NEIPP

Certain Departments

in this number of the GRAIN DEALERS JOURNAL are especially interesting. After you have read them, consider carefully whether you are not better off with the twenty-four numbers of the Journal, on your desk, or the \$2.00 in your pocket.

Bernert Grain Blower and Conditioner

Sectional view elevator installation of the Bernert Grain Blower and Conditioner fitted with Combined Elevator and Loader attachment. Note how simple the equipment. Only one machine with



one pipe leading up into the Cleaner and another leading to the car. By simply pulling the chain leading from the valve lever, connections can be switched in an instant from either elevating to loading, or loading to elevating. No nuts or bolts to be loosened; no stops necessary.

The Bernert Grain Blower and Conditioner is the most simple and most adaptable machine for elevating grain and similar material whether stationed inside or outside of building.

A lower or entirely done away with basement, no overhead transmissions, faster and less expensive installation, all operating machinery on the ground floor, less fire hazard, etc., are all points in favor of this system.

Grain is being received the same as with the bucket system, spouted or dumped direct into the hopper of the machine.

For further information, write for catalog to the

Bernert Mfg. Co.

NORTH MILWAUKEE, WIS.

If you have a good thing

Tell the Grain Dealers—
They'll do the rest—

Advertising is the quickest and best way—but it must be the right kind of advertising.

If you have spent your good money without satisfactory results, it's a case of wrong article or wrong advertising.

The easiest, most direct, most popular and most effective way to the grain dealer is The Grain Dealers Journal route.

Try it.

GRAIN ELEVATOR BUILDERS

YOUNGLOVE CONSTRUCTION CO. CONTRACTING ENGINEERS

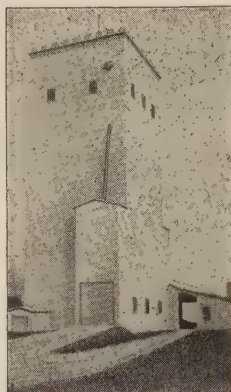
Wood and Concrete—Coal and Grain
ELEVATORS

Jobbers of all Elevator Supplies—Skillful Remodeling

It may be good and not be a YOUNGLOVE
ELEVATOR, but it can't be a YOUNGLOVE
ELEVATOR and not be GOOD.

LICENSED ENGINEERS

Sioux City, Ia.



THE illustration shown is
of an elevator designed
and built by us. May
we build one for you?

Write and tell us when
to call and go over the
proposition with you.

**Corn Belt Engineering
& Construction Co.**

BLOOMINGTON ILLINOIS

THE SPENCER CONSTRUCTION CO.

Garrett Bldg.
Baltimore, Md.

BUILDERS

OF

Modern Grain Elevators
Grain Storage Tanks
Mill Buildings
Warehouses

J. E. WOOLSTON

206 Woodland Ave. Bloomington, Ill.
CONTRACTOR and BUILDER of GRAIN
ELEVATORS—Wood or Concrete
Special Attention given to Repair Work

Decatur Construction Co.
ENGINEERS AND BUILDERS
OF GRAIN ELEVATORS
760-762 Gushard Building
DECATUR ILLINOIS

FEDERAL ENGINEERING CO.

Designers and Builders—Grain Elevators, Mills and Warehouses
TOPEKA, KANSAS

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FURNISHES
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TISKILWA, ILL.
CONTRACTS and BUILDS
MODERN GRAIN ELEVATORS
STORAGE TANKS and COAL POCKETS
Plans and Estimates Submitted
Correspondence Solicited

Your Individual Needs
are respected when your elevator
is designed and built by

W. H. CRAMER CONSTRUCTION CO.
NORTH PLATTE, NEB.

Write for Details of Our System

R. M. VAN NESS CONSTRUCTION CO.

Engineers and Builders of

MODERN WOOD and FIREPROOF ELEVATORS

We furnish plans and estimates
Room 3 Grain Exchange

Write us about your requirements
OMAHA, NEB.



CLEMANS & MARTIN

Contractors and Builders
SOUTH SOLON, OHIO
GRAIN ELEVATORS
Concrete or Wood

D. F. HOAG & CO.

Designers and Constructors of
GRAIN ELEVATORS

Corn Exchange, Minneapolis

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CONSTRUCTION CO.
CONTRACTORS GRAIN ELEVATORS
Mills and Warehouses
Especially Designed for Economy
of Operation and Maintenance
704 Terminal Bldg. LINCOLN, NEB.



Folwell-Sinks Form Lifting

JACKS

For Grain Elevator and Silo
Construction

Manufactured and Sold by

NELSON MACHINE CO.

WAUKEGAN, ILL.

Patented

W. C. BAILEY

Contracts and Builds
Modern Grain Elevators
We can furnish and install equipment in old or new
elevators, guaranteeing greater capacity with less
power, and positive Non-Chokable working leg.
Let us show you
433 Railway Exchange Bldg., OMAHA, NEB.

L. A. STINSON

CONSULTING ENGINEER

H. E. GODFREY, Civil Engineer

Elevators
Mills and Warehouses
Complete

National Life Bldg., CHICAGO, ILL.

CHECK
your re-
ductions of
pounds to
bushels by
using

Clark's
Carload
Grain
Tables

New edition
revised and
enlarged.

GRAIN DEALERS
JOURNAL
Chicago, Illinois

GRAIN ELEVATOR BUILDERS

GEO. A. SAATHOFF

DESIGNER & BUILDER
OF GRAIN ELEVATORS

MAYER HOTEL

PEORIA, ILL.

H. P. Roberts

L. D. Rosenbauer

**Southwestern Engineering
Company**

Designers and Builders of

**Modern Mills and
Elevators**

Flour Mill and Elevator Machinery

SPRINGFIELD, MO.

The W. H. Wenzel Construction Co.

309 E. 4th Ave., HUTCHINSON, KANSAS

Contractors, Designers and Builders of
Concrete or Wood Elevators

JOBBER IN MILL AND ELEVATOR SUPPLIES

Concrete Grain Elevators

Designed and Built by

The Monolith Builders, Inc.

Independence, Missouri



R. E. Jones Co., Wabasha, Minn.

We have the most complete
organization in the Northwest
for the construction of

**GRAIN and COAL
ELEVATORS**

T. E. Ibberson Company
MINNEAPOLIS, MINN.

BUYERS AND SELLERS

of Grain Elevators. You can make your wants
known quickly by advertising in the "Elevators
for Sale and Wanted" columns.

THE STEARNS-ROGER MFG. CO.

ENGINEERS
MANUFACTURERS
CONTRACTORS

DENVER, COLO.

MINING AND
MILLING MACHINERY
AND PLANTS

Design--Construction--Equipment of

GRAIN HANDLING PLANTS

HICKOK Construction Co. **ELEVATORS**
MINNEAPOLIS

THE RYAN CONSTRUCTION CO.
SCHUYLER, NEBRASKA

We build Modern Fireproof Grain Elevators,
Mill Buildings and Storage Bins

SPECIAL ATTENTION GIVEN TO REPAIR WORK

Let Us Know Your Requirements

BALLINGER & McALLISTER
ENGINEERS AND CONTRACTORS

Grain Elevators Driers Coal Chutes
Wood or Concrete

UNITY BLDG., BLOOMINGTON, ILL.

FOR

Concrete Elevators

TOWNSEND B. SMITH

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MACDONALD ENGINEERING CO.

DESIGNERS AND BUILDERS OF

GRAIN ELEVATORS

San Francisco Chicago New York
149 California St. 53 W. Jackson Blvd. 90 West St.



Another Reliance Success

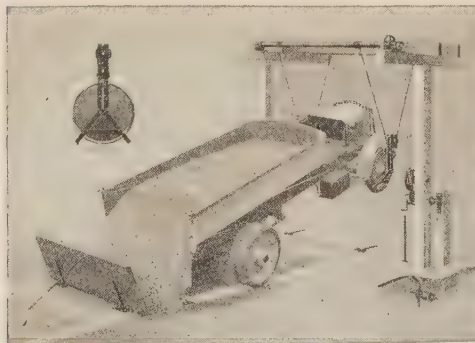
Elevators of our design and construction
are the best endorsement of our work. We
study your particular problems and build
the elevator best adapted to your needs.
Write us for further particulars.

Reliance Construction Co.

Board of Trade

Indianapolis, Ind.

McMILLIN TRUCK DUMPS
WAGONS OR TRUCKS



Wheel clamp fits wagon or truck
wheel.

No extra weight lifted when
dumping.

No part of dump can bind.

Dumps any length of truck or
wagon in one opening.

Wheel clamps easily attached and
detached.

All parts of the dump out of the
road when not in use.

Small amount of power required.

Crank for operating by hand fur-
nished.

The installing does not interfere
with the receiving of grain.

Raised and lowered by friction.

Completely under the operator's
control.

Can hoist to any angle.

The distance dump doors are apart makes no difference.

Expense of installation reasonable.

No delicate parts to get out of shape.

All parts in plain view to the operator.

Only One Mechanism Required for Dumping at Any Number of Dump
Doors. Clean—Neat—Not Clumsy or Bulky—Substantial—Safe

REASONABLE IN PRICE—EASILY INSTALLED

FOR FURTHER INFORMATION ADDRESS

L. J. McMILLIN

525 Board of Trade Bldg.

INDIANAPOLIS, INDIANA

Designer and Builder of Grain Elevators

The Most Modern Elevator in the World

This is an aeroplane view of the Pennsylvania Railroad Company's new Northern Central Elevator No. 3, located at Canton, Baltimore, Maryland, capacity 5,000,000 bushels. This elevator is equipped with

Four Stewart Link-Belt Grain Car Unloaders

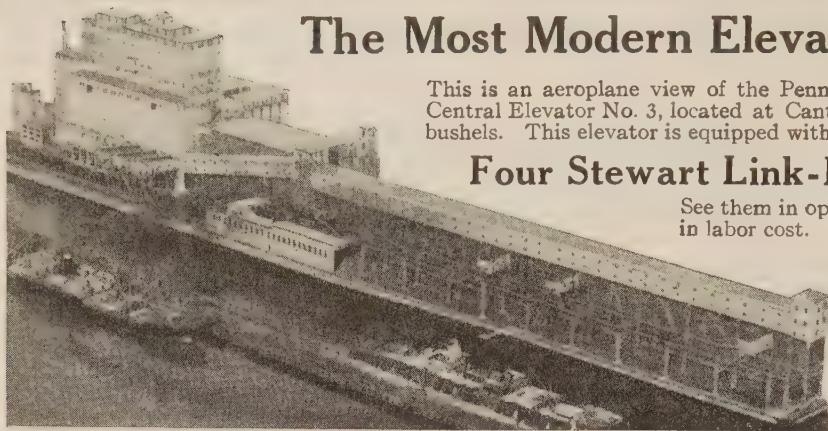
See them in operation and be convinced of their great saving in labor cost.

James Stewart & Co., Inc.

Designers and Builders
GRAIN ELEVATORS
In All Parts of the World

Grain Elevator Dept., W. R. Sinks, Manager
1210 Fisher Building, Chicago, Ill.

"We have built for many of your friends, Eventually we will build for you. Why not now?"



GROUP OF TERMINAL ELEVATORS BUILT RECENTLY BY US AT

Port Arthur, Ontario

FOR

The Grain Growers' Grain Company, Limited.

The Saskatchewan Co-operative Elevator Co., Limited.

The James Richardson & Sons, Limited.

THE BARNETT-McQUEEN COMPANY, LIMITED

Designers and Builders of GRAIN ELEVATORS
Offices: Fort William, Ont., Duluth, Minn.
Minneapolis, Minn.

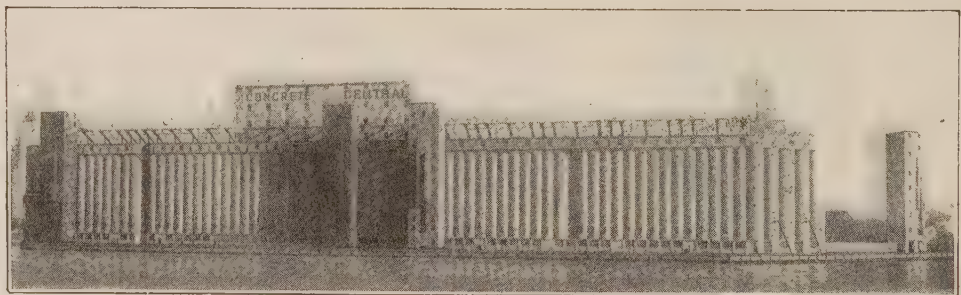


Monarch Built Elevators

assure you economical design, first class work, efficient operation.

SATISFACTION

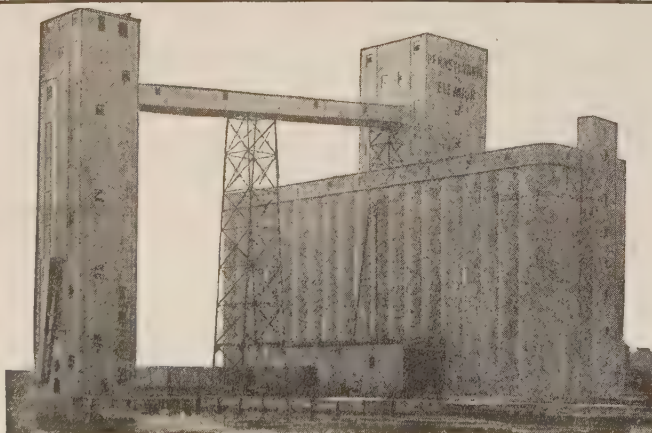
Let us Submit Designs and Prices



Concrete Centra Buffalo, 4,500,000 Bu.

One of the modern houses which has made a record for rapid and economical handling

MONARCH ENGINEERING CO., BUFFALO, N. Y.



Pennsylvania Railroad Co.'s Terminal Elevator at Erie, Pa. 1,250,000 storage capacity, with marine leg, 25,000 bu. receiving capacity. All concrete, modern construction, with latest improvements.

Designed and built under the direction of

Folwell-Ahlskog Co.

McCormick Bldg. - Chicago, Ill.

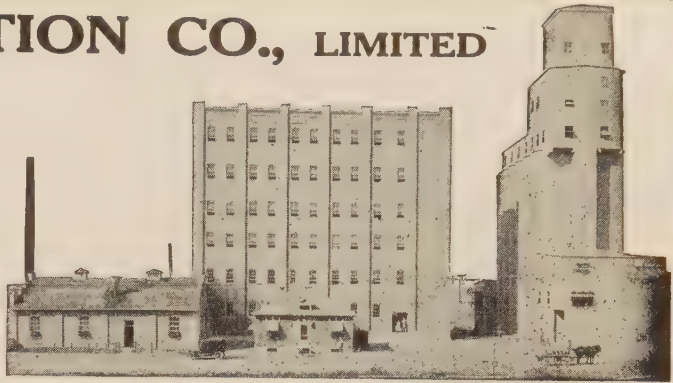
Write us for Estimates and Proposals

FEGLES CONSTRUCTION CO., LIMITED

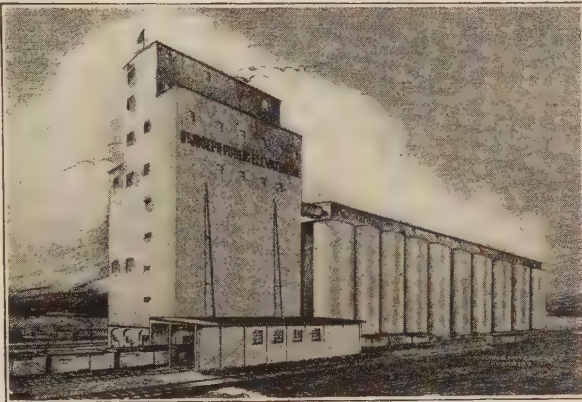
ENGINEERS — CONTRACTORS
MINNEAPOLIS, MINNESOTA, 706 First Ave. North
GRAIN EXCHANGE, FORT WILLIAM, ONT.

WE ARE PREPARED TO TAKE
AND EXECUTE CONTRACTS ANY-
WHERE. GRAIN ELEVATORS, MILLS
HEAVY ENGINEERING STRUCTURES

WE HAVE AN ENVIABLE RECORD FOR SERVICE



Elevator and Mill Designed and Built for Lake of the Woods
Milling Co., Ltd., Medicine Hat, Alberta.



St. Joseph Public Elevator

St. Joseph, Mo.

John S. Metcalf Co.

Grain Elevator Engineers

108 South La Salle St.
CHICAGO, ILL., U. S. A.

54 St. Francois Xavier Street
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395 Collins Street
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BUENOS AIRES

R. C. STONE ENGINEERING CO.
320 MERCHANTS EXCHANGE
ST. LOUIS, MO.

DESIGNERS AND BUILDERS OF
CONCRETE AND WOOD ELEVATORS
CORRESPONDENCE SOLICITED

EFFICIENT ERECTING CO.

We make plans and build up-to-date
GRAIN ELEVATORS AND MILLS

GEO. H. CRAIG
386 120th Place, Blue Island, Ill.

BOGGESS CONSTRUCTION CO.
204 Empress Bldg. Phone F. 282 DECATUR, ILL.

Builders of
GRAIN ELEVATORS and COAL POCKETS
of the BETTER CLASS
Special study given to each plant—Each
plant fills the individual needs

L. J. McMILLIN
ENGINEER and CONTRACTOR of
GRAIN ELEVATORS

Any Size or Capacity
523 Board of Trade Bldg., Indianapolis, Ind.

Brandon Construction Company

The Southeast's Foremost ELEVATOR BUILDERS
MARIANNA FLORIDA

If you wish to build your elevator
right, my eighteen years
experience is at your command.

C. E. BIRD & CO.
MINNEAPOLIS MINNESOTA

HOLBROOK, WARREN & ANDREW

Successor to
Miller, Holbrook, Warren & Co.
Designing Engineers
Reinforced Concrete Elevators, Large or Small
Millikin Building . . . DECATUR, ILL.

O. H. HORNER ROY M. WYATT

HORNER & WYATT, ENGINEERS
Formerly Sherman Engineering Co.

Flour Mills and Grain Elevators

Warehouses, Power Plants
and Industrial Buildings
Preliminary Sketches and
Estimates

Valuations and Reports

421 East 11th Street
KANSAS CITY, MO.

The STAR ENGINEERING COMPANY

BUILDERS OF GOOD ELEVATORS

WICHITA, KANSAS

Write, phone or call us when you are in need of
a Good Country Elevator or Engineering Service

Successors to the Construction Department of the White Star Company

If you want regular country ship-
pers to become familiar with your
firm name, place your "ad" here.

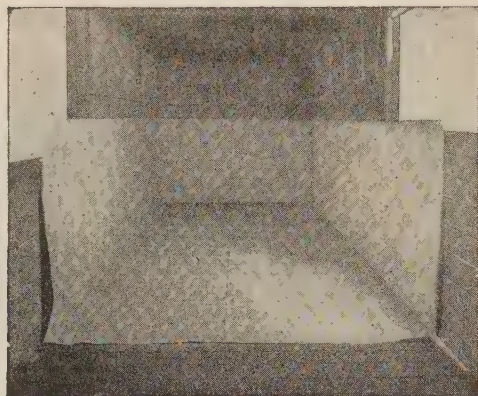


Illustration showing car equipped with
Standard Liner

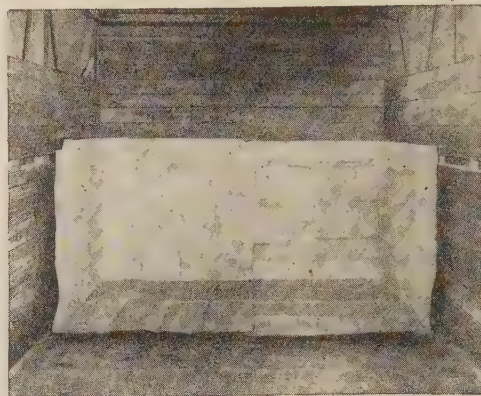


Illustration showing car equipped with
End Liner

SAVE YOUR GRAIN

BAD ORDER CARS cause leakage of grain in transit and the loss of many hard earned dollars to shippers.

KENNEDY CAR LINERS make bad order cars as grain tight as a new car. They line the entire car; are easily installed, in fact shippers accustomed to their use can equip a car in from five to ten minutes. Think of time and worry saved, especially in the rush of harvest.

WE MAKE Kennedy Car Liners for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

EVERY KENNEDY CAR LINER

is an insurance policy providing the greatest protection at least cost.

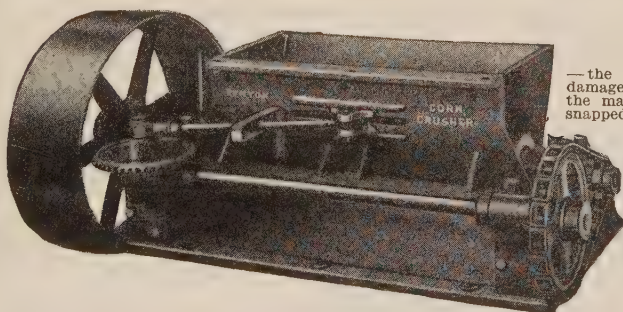
KENNEDY CAR LINERS afford the most advantageous, inexpensive and yet the most efficient method of preventing leakage of grain in transit.

WILL YOU NOT give us an opportunity to submit full details of our system and the low cost of same? We are confident this would demonstrate to you the efficiency and money-saving merits of our proposition.

THE KENNEDY CAR LINER & BAG CO.

SHELBYVILLE, INDIANA

Canadian Factory at Woodstock, Ont.



KENYON

—the Corn Crusher that can't be damaged by metal that may fall into the machine. Crushes cobs and snapped corn quickly and easily.

Its economy and dependability makes the Kenyon Corn Crusher a necessity for all mills using corn.

Write Now for Information.

Main Office and Factory
**BURGESS - NORTON
MANUFACTURING CO.**

Peyton St., Dept. D
GENEVA, ILLINOIS

WHAT IS A HIGH PRICE?

A Distributor that outlasts all other devices, that costs less to operate and maintain, and is more efficient, is not high priced.

Cost must always be figured against the work done, the time saved, the absence of repairs, and durability; but most of all in the value of the grain that is saved from being mixed with other grains of lower grades.



HALL SPECIAL

A PERFECT ELEVATOR LEG

Speeded, spaced and proportioned correctly. The greatest possible capacity, perfectly handled, without stopping, without choking, without backlegging.

SEND FOR OUR CATALOGS

Hall Distributor Company, 222 Railway Exchange, Omaha, Nebr.

CONFIRMATION BLANKS

Simple - Complete - Safe

If you would avoid trade disputes and differences, and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs one and retains the other.

This places the entire burden for any misunderstanding of your intention upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate, bound with pressboard and wire stitched, size 5½x8".

Order Form No. 6 CB, Price 90 Cts.

GRAIN DEALERS JOURNAL

305 S. La Salle Street
CHICAGO, ILL.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

N-W IOWA: Small line of elevators for sale. Will sell as a line or separately. Address 46M17, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Elevator in best wheat belt in Kansas. 15,000-bushel house. Crops in fine condition. \$3,000 quick sale. Address 46J28, Grain Dealers Journal, Chicago, Illinois.

NEBRASKA good 6000-bushel elevator on St. Joseph & Grand Island R. R. for sale. Only elevator in town. Price \$2500.00. Possession July 1st. Address R. E. Butler, Norton, Kan.

WISCONSIN elevator; grain, hay, coal and wood business; for sale or trade, on account of ill health; well established; together with business property. Write J. Stellmacher, Beaver Dam, Wis.

SOUTH CENTRAL OKLAHOMA elevator for sale. 10,000 bushels. Thriving county seat town; valuable site. First class equipment grain and coal. Address 47N7, Grain Dealers Journal, Chicago, Ill.

COLORADO—Two fifteen thousand bushel modern up-to-date elevators for sale in Eastern Colorado. Large acreage, fine prospects, no competition. Side lines coal, flour, feed. Address 46L14, Grain Dealers Journal, Chicago.

NORTH WESTERN IOWA—New modern 20,000 bushel cribbed elevator for sale, handling around 300,000 bushels. Best grain territory. One competitor. Good town. No trades considered. Address 47N8, Grain Dealers Journal, Chicago, Ill.

CENTRAL OHIO elevator for sale. Located in best corn, wheat and oats section of the state. Complete sideline coal, hay, feed and seeds in connection. Will sell at present day values. Do not answer unless you mean business. Address 47N13, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS elevator for sale; capacity 30,000 bu., handling 200,000 annually; equipped with a Richardson Auto. scale, 2 dumps, electric power. Office with 5 ton Howe scale, one inclosed lumber shed 40'x80', coal shed. Also 8-room house, with some fruit. Good reasons for selling. Address 47N12, Grain Dealers Journal, Chicago, Ill.

OHIO, Franklin County, 8,000-bushel capacity elevator for sale or lease, in good running order. Gasoline power. Under lease now but lease expires July 15th, 1921. Can give possession any time. Coal shed 14x110 ft. In best kind of grain section. Side lines coal, feed, tile, flour, etc. Price \$6,500. On private land. Address Geo. B. Borrer, Grove City, O.

WAVERLY, OHIO—Cribbed grain elevator for sale, 1500 bu. corn sheller, 600 bu. drier, 100 ton truck Scale, Fairbanks Auto Scale on first floor, car puller and power shovel; located in the heart of the Scioto Valley, one of the best corn producing sections of the U. S.; on the D. T. & I. with direct connections with the C. & O., Northern and N. & W., to a large grain consuming district—the Kentucky and W. Va. coal fields and to the Seaboard for carload shipments. Mill in connection, with a capacity of 150 bbls. flour, 500 bu. corn meal and a feed plant 25 tons per day capacity. Operated by steam power. Total storage capacity entire plant, 40,000 bu. Milling in transit arrangements on both roads. A hustling, thoroughly experienced young grain man can make this a big paying proposition. Local capital is available to assist the right man. Communicate at once with Frank W. Moulton, Trustee, Portsmouth, Ohio.

ELEVATORS FOR SALE.

BEACH, NORTH DAKOTA—Large grain elevator, also coal sheds for sale. Very reasonable. Wm. A. Poehler, 352 Chamber of Commerce, Minneapolis, Minnesota.

MINNESOTA elevator of 25,000 bushels capacity for sale or rent. Located on C. M. & St. P. Ry. Coal and Feed business in connection. Address J. J. Dobie, Mapleton, Minn. 46A13.

KANSAS—Large country elevator, completely equipped, on private ground, for sale. Good grain district, corn, oats, wheat; no competition. Write Owner, Lockbox 164, Ft. Scott, Ks.

WESTERN IOWA—Two elevators at adjoining stations handling grain, coal and feed. One man can handle both with helper. Both modern equipment, and big grain stations. Address 46M7, Grain Dealers Journal, Chicago, Ill.

NORTHERN INDIANA elevator and implement business on main line of railroad for sale. Doing a good business; electric power. Must sell to dissolve partnership. Address 46L16, Grain Dealers Journal, Chicago, Illinois.

NEBRASKA nine-bin elevator for sale. Has good office and scales; four coal sheds in connection. Situated at Pierce, on deeded property with switch privilege. For price, terms and further particulars write Chas. D. Weller, Wallace, Kansas.

OHIO—15,000 bushel Elevator in western part of state for sale. Located in fine grain section and doing a good business in grain, seed, coal, flour and feed. On private grounds. Residence property included. Address 46F8, Grain Dealers Journal, Chicago, Illinois.

I WILL SELL at public auction to the highest bidder for cash in hand, at 2:30 o'clock P. M., on Monday, August 15, 1921, one 9000 bushel elevator at Durham, Kansas. Durham is one of the best grain points in Kansas, located in the Cottonwood Valley. Address Dr C. A. Branch, Receiver, Marion, Kansas.

NORTH DAKOTA 25,000 bushel elevator in a sure crop country section for sale. In German settlement of well-to-do farmers. Crop prospects fine. In past years have handled 165,000 bushels annually. Have a good five bin coal shed and flour room in connection. Possession given at once. For particulars write 46M37, Grain Dealers Journal, Chicago, Illinois.

WEST CENTRAL OHIO elevator and residence for sale at a bargain. Capacity small grains—6000 bushels; ear corn—1600 bushels. Crib, separate from elevator, 2500 bushels. Handle hay, straw, flour, feed, seed, salt, coal, posts, etc.; approximately 40, to 75,000 bushels of grain annually. Price including residence \$7,000. Ill health reason for selling. Address 46M3, Grain Dealers Journal, Chicago, Ill.

CENTRAL ILLINOIS elevator for sale. Located in the best grain country on the I. C. R. R. Can load from this point to all southern markets. Capacity 15,000 bushels; in A-No. 1 condition; electric power; Hoepner Automatic Scale; on own ground. Sold at a bargain if taken soon. Handle from 150 to 200 thousand bushels annually; coal sheds handle two thousand and tons. Price—this is a bargain, terms right. Address 46K7, Grain Dealers Journal, Chicago.

ELEVATORS FOR SALE.

NORTHEASTERN OKLAHOMA elevator for sale. Good crops. Address 46M8, Grain Dealers Journal, Chicago, Illinois.

INDIANA—Line of grain elevators and coal business in connection for sale. Reason for selling—failing health. Address 46M38, Grain Dealers Journal, Chicago, Illinois.

IOWA—THREE elevators in north central Iowa for sale. All doing good business and in excellent territory. Price right. Write quick. Address 46M4, Grain Dealers Journal, Chicago.

INDIANA—75,000-bushel elevator for sale. Four-fifths acre ground. Good seven-room house. In good grain territory. Chas. Tegar-den, Receiver, Raub Grain Co., Raub, Indiana.

CENTRAL INDIANA elevator, feed, coal and seed business for sale on account of sickness. Good terms; big business; fine opportunity. City 5,000, no other elevator. Address 46K29, Grain Dealers Journal, Chicago, Illinois.

INDIANA—For Sale or Trade. Will sell cheap or rent for year with privilege of purchase my elevator, capacity 15,000 bushels, 10,000 bushels corn. My health has failed and must get out of the business. R. A. McCoy, Greensburg, Indiana.

CENTRAL MISSOURI modern 15,000 bushel elevator, with coal and feed houses, in perfect condition. Good business and no farmer agitation. Will sell for less than it can be built for. Also will sell new residence, modern in every way. Address 46M34, Grain Dealers Journal, Chicago, Ill.

TWO TWENTY thousand bushel capacity elevators, located in North Central Oklahoma. On A. T. & S. F. R. R., at adjoining stations; can be operated from one station. Best crop in years; also handle Coal, Flour, Feed, Seeds and Salt. Wonderful opportunity for right parties. Address Norcenok, Box 9, Grain Dealers Journal, Chicago, Illinois.

CENTRAL ILLINOIS elevator for sale. Located on the Illinois Central Railroad, direct shot to Southern markets. Equipped with electric power, three dumps, and all up to date. Capacity 30,000 bushels. Town 650 inhabitants. Elevator handles 200 M. to 250 M. bus. annually. Coal business included. Part of money can remain in property. Price reasonable. Address 47N5, Grain Dealers Journal, Chicago.

TERMINAL ELEVATOR

The undersigned Trustee in Bankruptcy of the Mid-West Grain Company will, on the 12th day of July, 1921, at nine o'clock A. M., at the Court House in Troy, Kansas, sell subject to the approval of the Court, 13,637 acres of land, together with elevator known as "Elwood Elevator," storage capacity 500,000 bushels, one of the fastest working houses on the Missouri River and recently put in first class repair. Located on the St. Joseph & Grand Island Railroad Tracks in Elwood, Kansas, on the west bank of the Missouri River opposite St. Joseph, Missouri.

Communicate with—

W. W. Simmons,
1008-9 Corby-Forssee Bldg.,
St. Joseph, Mo.

ELEVATORS FOR SALE.

ILLINOIS—Small flour mill and grain elevators with warehouses, etc., for conducting retail and wholesale flour and feed business in good Illinois town, well located. Address 47N1, Grain Dealers Journal, Chicago, Ill.

INDIANA 20,000-bushel elevator and coal business for sale to dissolve partnership. Handle 125,000 bushels grain—sell 6 to 7,000 tons coal, bins holding 1000 tons. Located in town of 12,500 on four rys. and two electric lines. The prospect for a big crop was never better. This is a money maker. Address 46M6, Grain Dealers Journal, Chicago.

ILLINOIS 20,000 bushel capacity elevator, located on the C. B. & Q. R. R. for sale. Good coal and feed business in connection with new feed house and coal storage. Elevator is in fine condition and is equipped with electric power, two dumps, two scales, and has an exceptionally fine location. Only elevator in town. Priced right. Address 46H26, Grain Dealers Journal, Chicago, Illinois.

MONTANA—Two good cribbed elevators each handling 100,000 bushels of wheat annually besides doing a good coal, retail feed and seed business. Elevators located in the Yellowstone Valley with both irrigated and dry land to draw from; never have had a failure of crops in this territory. Good reasons for selling. If interested write Box No. 1104, Billings, Montana.

BARGAIN IF TAKEN AT ONCE:—Someone's always looking for an elevator at a good grain point and read these ads just like you're doing now, so if you wish to dispose of your present property; to enlarge your present interests, or embark in the grain business USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

ELEVATOR & MILL FOR SALE.

ALABAMA 5000-bushel elevator doing a fine wholesale grain and feed business for sale. Also have corn mill. In town of 20,000. Address 46M10, Grain Dealers Journal, Chicago.

DAYTON, OHIO, 30,000 bushels capacity. Doing a fine business in poultry, horse and dairy feeds.

JOE KRAMER,
The Factory Specialist. Dayton S. & T. Bldg,
Dayton, Ohio.

ELEVATORS WANTED.

WANT TO BUY for cash, elevator in Ohio or Indiana. Prefer Farmers Equity that wants to quit the grain business. Give all information possible in first letter. No dead ones need apply. Address 403 W. Fayette St., Celina, Ohio.

WANTED TO RENT with option to buy at the end of the year. An experienced grain man will rent a good elevator in Central or Western Kansas or Oklahoma for one year with option to buy at the end of the year. Must be in good mechanical condition and handling not less than seventy-five thousand bushels of grain each year. Address 46M28, Grain Dealers Journal, Chicago, Illinois.

FARM LANDS FOR EXCHANGE.

WANTED TO EXCHANGE highly-improved 330-acre Eastern Iowa farm, well located, for an elevator or two. Address 46L12, Grain Dealers Journal, Chicago, Illinois.

WANTED: Central Illinois or West Central Indiana elevators in exchange for 240 acres first class, level, black East Illinois farm; good improvements; well tiled; 1½ miles from market on hard road. Address 46K3, Grain Dealers Journal, Chicago, Ill.

FOR SALE OR TRADE—332 ACRE FARM.

We offer one of the best farms in Pike County, Illinois, of 332 acres of deep black soil. All tiled and well improved. Large barn, hog house, implement shed and double corn crib; all built last year. House is fair. 100 acres of growing wheat. There is no better soil in Illinois. State Aid Highway running from Springfield and Quincy passes by this farm. Only one mile from market. Farm leased on basis of half grain delivered elevator.

Farm located near Meredosia, Illinois, or 25 miles west of Jacksonville, in the McGee Drainage District. Price \$250.00 per acre. Will consider part trade on elevator or merchandise stock.

CONSUMERS' FUEL & FEED CO.,
145 E. Waters St.,
Galesburg, Ill.

SCALES FOR SALE.

FOR SALE—A Klingler Automatic, also two wagon scales—and Hall distributor. Room 406, Security Natl. Bank Bldg., Soo Falls, S. D.

BIRD SEMI-AUTOMATIC Shipping Scale for sale at a great reduction. Latest model. Has weighed less than 20 cars.—Richardson Scale Co., Minneapolis, Minnesota.

NEW 5 TON Fairbanks Morse Pitless Wagon Scale for sale. Never been uncanted. \$135.00 for quick sale. For further particulars write Lindley C. Binford Grain Co., Haviland, Kans.

DO YOU WANT A MACHINE that is not advertised here? Make your wants known in the "Wanted" columns. Someone has the machine you want, but has not started advertising it for sale in the Grain Dealers Journal.

ELEVATOR BROKERS.

JOHN A. RICE **ELMER N. SMITH**
Elevator Brokers, Frankfort, Indiana.

WANT TO HEAR from owner having elevator or other business for sale. State cash price and particulars. John J. Black, 57th St., Chippewa Falls, Wisconsin.

CLAYBAUGH-MCCOMAS
Offices

Frankfort, Ind. Indianapolis, Ind.
223 B. of T. Bldg. 601 Board of Trade.

If you want to buy, sell or trade an elevator write us at either address.

ALWAYS HAVE ELEVATORS For Sale in the Grain Belt of Illinois and Eastern Indiana. If you are in the market write me fully and I will try and satisfy you.

JAMES M. MAGUIRE.
432 Postal Tel. Bldg., Chicago, Ill.

SITUATIONS WANTED.

WANTED—Position as manager for lumber yard or grain elevator. Best of references. Address Box 46L40, Grain Dealers Journal, Chgo.

SITUATION as manager of country elevator. Six years' experience in grain business. Best of references. Address 46M11, Grain Dealers Journal, Chicago, Illinois.

MANAGER—With 15 years' experience, wants position as Manager for Farmers Company or line house. Best of references. Address E. P. Meyer, Blairsburg, Iowa.

BY MARRIED man with good references—as manager of a line house or Farmers elevator. Prefer South Dakota, Iowa, Nebraska. Address P. F. Murray, Ravinia, So. Dak.

WANTED—By man with 15 years' experience in grain and coal business—an elevator to run on joint account. Never have lost money. Address 47N15, Grain Dealers Journal, Chicago, Ill.

WANTED—Position as manager with Farmers' or Line house; 15 years' experience; 45 years old; married. Can handle side lines and start at once. Address 47N14, Grain Dealers Journal, Chicago, Ill.

WANTED—Position as manager, independent elevator; 12 years' experience. Understand hedging and bookkeeping. Steady position wanted more than big pay. Address J. H. Gibbs, Gen. Del., LaCrosse, Wis.

WANTED—Position as manager of chain of elevators; 10 years' experience; very best of references; married, age 32; also very familiar with organization and clerical end. Address 47N17, Grain Dealers Journal, Chicago, Ill.

EXPERIENCED grain man of eighteen years wants position as manager with Farmers Elevator or Line House. Middle age and married. Can handle side lines and keep the books. Good references. Prefer Iowa. Address 46H20, Grain Dealers Journal, Chicago, Illinois.

GRAIN BOOKKEEPER - ACCOUNTANT, thoroughly experienced in all departments of the business, and capable of taking entire charge of office, is available for position in any terminal market. First-class references in Minneapolis grain trade and elsewhere. Address P. O. Box 434, Minneapolis, Minn.

BY YOUNG MAN twenty-one years of age, with three years' experience as assistant to general manager in grain office. Good on books, good judge of grain, and good man to work at scales weighing grain. A general grain office man. Can start by July 15th. Address 46M27, Grain Dealers Journal, Chicago, Illinois.

MAN WITH TWENTY years' experience in the grain business wants position with good firm. Have managed Line and Farmers' elevators; familiar with side lines. Capable of handling branch office, or road position; traveled one season. Now employed—good reasons for desiring change. Address 46L31, Grain Dealers Journal, Chicago, Illinois.

Since 1983
28 Years
Manufacturers
of Scales



COLUMBIA MOTOR TRUCK SCALES

Are the BEST—"SAVE REPAIR BILLS"

Because they are easy to build, simple in construction, well made and retain their accuracy longer than any scale on the market. COLUMBIA SCALES are being used by practically every feed, coal, ice and material dealer in Chicago. THERE MUST BE A GOOD REASON.

Telephone Albany 4
2437-43 N. Crawford Avenue

COLUMBIA SCALE COMPANY

F. Beuckman & Son, Props.

CHICAGO, ILLINOIS

Save money and send for list of our guaranteed rebuilt scales. All makes and capacities. Tell us what you want. Let us repair your scales—any make. We also carry parts. Finest equipment for scale work in Chicago.

HELP WANTED.

WANTED—An experienced grain buyer. Address Farmers Grain & Shipping Co., Antelope, Montana.

SALESMAN WANTED for specialty side line grain cleaner and conditioner. Unusual merit at a reasonable price for states of Missouri, Kansas, Illinois, Indiana and Oklahoma.

The Wonder Grain Cleaner Co.,
141 E. 5th St., St. Paul, Minn.

MANAGER or capable assistant wanted, for 150 bbl. water power flour mill, with elevator combined, small Kansas town; must be experienced and willing; young or middle aged preferred. Address Oketo Milling & Elevator Co., Oketo, Kansas.

STEAM ENGINES, BOILERS.

FOR SALE—Our new Buckeye 150-h.p. compound steam, stationary engine. Used only 60 days. Complete all but boiler. Suitable for saw mill or small flour mill. In first-class shape. Will sell ½ price of a new one of this size, if buyer will remove same from our building. Write R. M. Hurt, Mulvane, Kans.

BUSINESS OPPORTUNITIES.

OHIO BROKER to bid country stations in Ohio for account of Buffalo house on brokerage basis. Address 47N21, Grain Dealers Journal, Chicago, Ill.

WANTED—Competent grain man to buy one-half interest and assume full management good N. D. station. Address 47N11, Grain Dealers Journal, Chicago, Ill.

MACHINE WANTED.

WANTED: Second hand boot, head, belt, pulleys, and cups in good condition; 7x14 or 7x16 cups for elevating ear corn 25 feet up. Pruitt-Caldwell Grain Co., Alex, Okla.

ENGINES WANTED.

WANTED—Used Otto or Fairbanks-Morse engines. State condition and price. Address 47N23, Grain Dealers Journal, Chicago.

OIL AND GAS ENGINES.

FOR SALE—1 25-h.p. type Y Fairbanks Morse Engine. Nearly new. C. C. Shira, Sidney, Ind.

FOR SALE—One 16-hp. Columbus gasoline engine. Running condition. \$100.00. M. A. Kirk & Co., Bondville, Illinois.

FOR SALE—One gasoline 11 h. p. Monitor engine—hopper for water cooling system. In good condition. Price for quick sale \$100. Write J. C. Pearson, Marshall, Okla.

ENGINES FOR SALE.

FOR SALE: Our new 50-h.p. stationary steam engine. In first-class shape—complete all but boiler. Ready to run. Used only short time. Mulvane Co-op Union, Mulvane, Kans.

WOOL WANTED.

ELEVATOR OPERATORS who have wool to ship will find it to their advantage to tell the 6700 regular readers what they have to offer. An advertisement in this column will cost you but 25c per type line per insertion.

BAGS—BAGGING—BURLAP.

BURLAP BAGS OF EVERY KIND FOR SALE; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid.
WM. ROSS & CO., 409 N. Peoria St., Chicago.

HAVE NO KICK COMING: Cancel ad. We are so flooded with replies that we will be kept busy for months to come. We certainly were glad to know that every morning brought us queries for our equipment and always in their letters they would say that they noticed the ad in the Grain Dealers Journal. It is a great thing for us as long as we can supply the demand.—E. J.

MACHINES FOR SALE.

FOR SALE—New Moffit Dump, never uncrated. First \$200 will buy it. Address Farmers Elevator, Arapaho, Oklahoma.

FOR SALE—Motors, Lighting Sets, D. C. or A. C., any voltage, Morse Chain Drives. Morse Engineering Co., St. Louis-Kansas City.

FOR SALE—One Boss Car Loader complete, \$50.00; one Barnard & Leas Size 1 Corn Cleaner, in good condition, \$75.00. Address 47N18, Grain Dealers Journal, Chicago, Ill.

FOR SALE—22-in. Robinson single runner attrition mill in good condition—run very little—belt drive. O. C. Bowers & Co., Oklahoma City, Oklahoma.

FOR SALE—90 Nelson Jacks and Yoaks for lifting concrete forms. \$12.50 each, f.o.b. Hutchinson, Kansas. Write W. H. Wenzel, 45 Hoke Bldg., Hutchinson, Kansas.

FOR SALE: One Monitor No. 5 oats clipper, 600 R.P.M., practically new—guaranteed to be in first-class condition. Priced to sell. Address Burk Elevator Co., Decatur, Indiana.

FOR SALE—For \$5,000. 25 bbl. Midget Mar-vel Mill, good building fully equipped, in good town, well settled district, central Montana, now doing capacity business. Address Box 13, Great Falls, Montana.

FOR SALE AT A BARGAIN.

1 Barnard & Leas 9 x 30 double roll.
2 Allis-Chalmers 9 x 30 double rolls.
Also complete corn milling equipment, Watkins system, for degerminated product.
Immediate Shipment.
MEAD, JOHNSON & COMPANY,
Evansville, Ind.

ROLLER MILL

For chopping corn. Has 18-inch x 4-inch steel corrugated roll running against an adjustable corrugated plate for medium coarse crackling of shelled corn. Large capacity, small amount of power, drives from either end. Machine only 14 inches wide, 10 inches high, 36 inches long, with ring oiling boxes, 1 11-16" shaft, pulley 8-in. diameter x 5-in. face, speed 1200 R.P.M. Price \$65.00 delivered. \$25.00 with order, balance on receipt of machine. We have only a few on hand at this price.

THE BARNARD MACHINERY COMPANY
Enterprise, Kansas.

REAL BARGAINS.

Prompt Attention. Quick Shipments.
When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

Geo. J. Noth, Mgr.,
9 S. Clinton St., Chicago, Ill.

MACHINES FOR SALE.

FOR SALE—Several No. 8 Boss Car Loaders good as new—complete ready to install. Address A. H. Richner, Crawfordsville, Indiana.

"OPPORTUNITY KNOCKS BUT ONCE."
Read the "Business Opportunities" offered in this issue.

FOR SALE.

1 Invincible No. 5 double dustless receiving separator. Practically new—perfect condition. Price, \$300.00.

1 Invincible No. 6 special corn scouring and separating machine, 150 bu. capacity. Used very little. Price, \$175.00.

Also large list of milling equipment for immediate shipment.

MEAD JOHNSON & COMPANY
Evansville, Ind.

FOR SALE AT A BARGAIN.

1—20" Monarch Plain Bearing Attrition Mill.
1—Monarch Cob Crusher.
1—No. 0 Silver Creek Bran Duster, good condition.

1—Monarch Corn Sheller.
8—No. 53 Draver Feeders with percentage valves, used two months.

2—70" Buffalo Forge Exhaust Fans.
1—No. 0 Silver Creek Centrifugal Reel.
2—9x18 Noye Three Pair High Roller Mills, rebuilt like new.

1—9x24 Noye Three Pair High Roller Mill, good condition.

1—No. 4 Monitor Dustless Cracked Corn Separator, good as new.

1—No. 3 Invincible Milling Separator.
1—Richardson Automatic Soft Feed Scale, with agitator, used two months.

100 ft. 20" 6 ply Rubber Belting.

Also have a quantity of used pulleys practically as good as new. For further information and prices communicate with L. R. Veatch, 418 Prudential Bldg., Buffalo, N. Y.

IF You Knew

How easy it is to sell anything thru a want ad in this paper, you would send in your ad at once.

Try it. At least ask us about the success of others.

Grain Dealers Journal
305 So. LaSalle St., Chicago, Ill.

KEEP POSTED

GRAIN DEALERS JOURNAL

305 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

.....bus.

State.....

OFFICE APPLIANCES.

SAFES—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

USED CHECKWRITING Machines, whole-sale, retail, all makes. Dealers and corporations needing one to fifty,—write me. R. B. Allen, 519 Farnham Building, Omaha, Nebraska.

MISCELLANEOUS.

ACCOUNTING SYSTEM for Co-operative elevators, worked out from practical experience; simple, inexpensive, and complete; makes book work easy. Will open up a set of books, or assist manager or bookkeeper in bringing up accounts at a nominal fee. Best of reference; your correspondence solicited. Address J. A. Kern, Box No. 142, Ridgefarm, Ill.

BEANS FOR SALE.

1,000,000 LBS. TEPARY BEANS packed 220 pounds to a bag, will sacrifice at \$3.00 per 100 pounds, delivered anywhere in U. S. A. in lots of 1,000 pounds. Send your orders quick before the stock is all gone.

JOS. WERNER,

70 Pliny St., Hartford, Conn.

FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop, Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, Ohio.

SEEDS FOR SALE—WANTED

MILLET SEED in car lots for sale. Early Fortune, Hog, Common (golden) and Siberian. Reimer Smith Grain Company, Holyoke, Colo.

ADDRESS WANTED.

PRESENT ADDRESS of J. M. Bonneau, formerly of Soda Springs, Idaho, wanted. Address 46M29, Grain Dealers Journal, Chicago, Illinois.

ADDRESS of Edward R. Benson, formerly of Minneapolis Minnesota, wanted. Address 46G18, Grain Dealers Journal, Chicago, Illinois.

ANSWERS—When the first ring of the door bell is not answered, don't conclude that the folks are not at home.

Helpful Books

FOR

Carlot Grain Handlers

Baugh's Grain Export Calculation Tables is a new book published to overcome the inadequacy of existing tables in these days of wide fluctuations in commodity prices and exchange rates. Book is arranged by commodities, wheat, corn, oats, rye, barley, peas and oil cake, each section covering all the countries involved. Book is well printed on ledger paper, having 104 pages, bound in flexible leather. Price \$15.00.

Purchase & Sale Contracts is a new book, designed to meet an ever increasing demand for a record which will enable the dealer to balance his purchases and sales contracts to determine instantly whether he is long or short. Left hand purchase page column headings are: Date, From Whom Bot, Bushels, Grade, Delivery, Price, By Whom, How and Remarks. Right hand sales page column headings are: Date, To Whom, Bushels, Grade, Shipments, Price, By Whom, How and Remarks. Book contains 80 double pages, size 8½x14 inches, ruled and printed on heavy ledger paper and well bound in heavy canvas. Order Form 18 P&S. Price \$2.75.

Clark's Decimal Grain Values: Saves time and money and prevents errors. It shows at a glance, or with simple addition, the cost of any quantity of grain from 10 to 100,000 pounds at any given market price and reduces pounds to bushels on the same page. Values are shown directly from pounds without reducing to bushels. Pounds shown in red figures and values in black; price being given at top and bottom of each page. Prices for oats range from 10 cents to 79 cents a bushel; for corn, rye and flaxseed, 10 cents to \$1.09 per bushel; for wheat, clover, peas and potatoes, 30 cents to \$1.59 per bushel; for barley and buckwheat, 20 cents to \$1.49 per bushel. Order Form No. 36. Price \$6.00.

Use Universal Grain Code and Reduce Your Telegraph Tolls.

GRAIN DEALERS JOURNAL,
305 So. LaSalle St., Chicago, Ill.

HENRY HIRSCH
WHOLESALE FIELD SEEDS
CLOVER — ALSIKE — TIMOTHY — ALFALFA
Our Specialty
All Other Field Seeds
TOLEDO - - OHIO

Duplicating Wagon Load Receiving Book

Hauler	Gross	Tare	Net

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00. Weight, 4 lbs.

Grain Dealers Journal
305 So. La Salle St. Chicago, Ill.

Field and Grass Seed Trade Directory

ARNHEM, HOLLAND.

Wm. E. Busgers & Co., European fancy natural gr. sds.

ATCHISON, KANS.

Manglesdorf Seed Co., The, wholesale seeds.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale seed merchants.

BUFFALO, N. Y.

Stanford Seed Co., Inc., The, wholesale field seeds.
Whitney-Eckstein Seed Co., wholesale seeds.

CHICAGO, ILL.

Dickinson Co., The Albert, seeds.
Illinois Seed Co., The, grass and field seeds.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CONCORDIA, KANS.

Bowman Bros. Seed Co., field seeds.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.
Crawfordsville Seed Co., seed merchants.

ELKHART, KANS.

Muncy & Carson, grain and seeds.

KANSAS CITY, MO.

Peppard Seed Co., J. G., wholesale seeds.

LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain & field seeds.
Louisville Seed Co., clover & grasses.

MERIDIAN, MISS.

Kimbrough Mitchell Seed Co., Southern seeds.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.
North American Seed Co., wholesale grass & field seeds.

MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.

NEW YORK, N. Y.

Julius Loewith, Inc., grass & field seeds.
Nungesser-Dickinson Seed Co., wholesale seed merchants.

OKLAHOMA CITY, OKLA.

State Seed Co., The, garden & field seeds.

PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, wholesale field seeds.

ST. JOSEPH, MO.

Mitchellhill Seed Co., clover, grasses, sorghums.

ST. LOUIS, MO.

Manglesdorf, Ed. F. & Bro., wholesale field seeds.

ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

TOLEDO, OHIO.

Churchill Grain & Seed Co., field seed, pop corn.
Flower Co., The S. W., seed merchants.
Hirsch, Henry, wholesale field seed.
Toledo Field Seed Co., The, clover, timothy.

HAY WANTED.



SEEDS FOR SALE—WANTED

COURTEEN SEED CO.

Milwaukee,
Wisconsin
Clover, Timothy, Grass Seed
Grain Bags

The Stanford Seed Company, Inc.

Wholesale Field Seeds .. BUFFALO, N. Y.

WHITNEY-ECKSTEIN SEED CO.

Wholesale Seed Merchants

BUFFALO, N. Y.

CORRESPONDENCE INVITED

The J. M. McCullough's Sons Co.

BUYERS—SELLERS

Field and Garden Seeds

CINCINNATI - - OHIO

HEADQUARTERS

on all

Imported

Clover

Grass and Field

SEEDS

Julius Loewith, Inc.

150 Nassau Street New York, N. Y.

(Formerly Loewith, Larsen & Co.)

THE ILLINOIS SEED CO.

CHICAGO, ILL.

WE BUY AND SELL

Field Seeds

Ask for Prices

Mail Samples for Bids

North American Seed Co.

WHOLESALE GRASS & FIELD SEEDS

Milwaukee, Wisc.

"THE HOUSE OF QUALITY"

We Buy SEEDS We Sell

J. G. PEPPARD SEED CO.
Kansas City, Mo.

SEED

We Buy
and Sell
all Varieties
of Grass
and Field
Seeds

The S. W. Flower Co.

WHOLESALE

FIELD SEED

MERCHANTS

SPECIALTIES

RED CLOVER, TIMOTHY
ALSIKE

TOLEDO
OHIO

The Mangelsdorf Seed Co.

Sweet Clover, Alfalfa,

Soudan Grass, Millet, Rape.

ATCHISON

KANSAS

Crawfordsville Seed Company FIELD SEEDS

Crawfordsville

Indiana

Crabbs Reynolds Taylor Company

CRAWFORDSVILLE, INDIANA

Buyers and Sellers

CLOVER AND TIMOTHY SEED—GRAIN

The Toledo Field Seed Co.

Clover and Timothy Seed

Consignments solicited.

Send us your samples

TOLEDO, OHIO

The Albert Dickinson Co. MINNEAPOLIS CHICAGO

WORTHINGTON, IND.—I consider the Grain Dealers Journal very necessary equipment for a successful grain business.—W. J. Mercier.

IMPORTERS

EXPORTERS

GRASS and CLOVER SEED

Buyers and Sellers of Timothy, Red Clover,
Alsike, Alfalfa, White Clover, etc.

NUNGESSER-DICKINSON SEED CO.
New York, N. Y., U. S. A.

LOUISVILLE SEED COMPANY

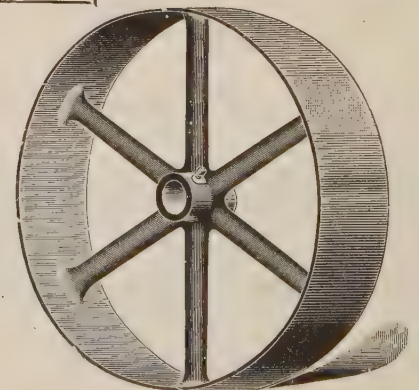
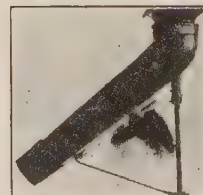
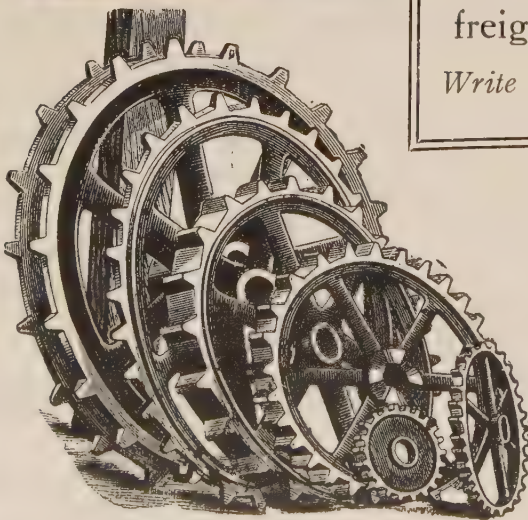
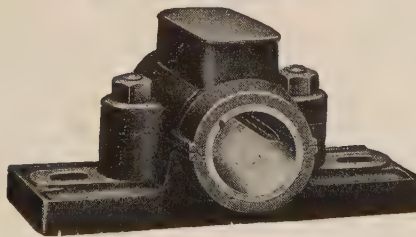
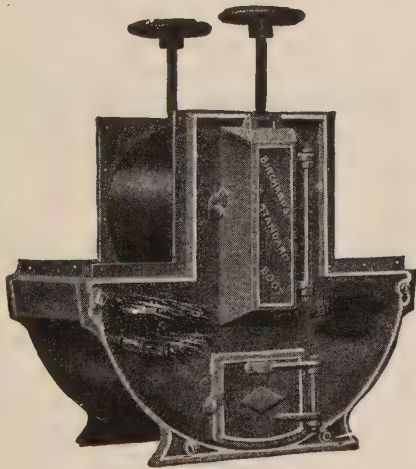
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LOUISVILLE, KY.

Headquarters for

RED TOP AND ORCHARD GRASS

BUYERS AND SELLERS

OF ALL VARIETIES FIELD SEEDS



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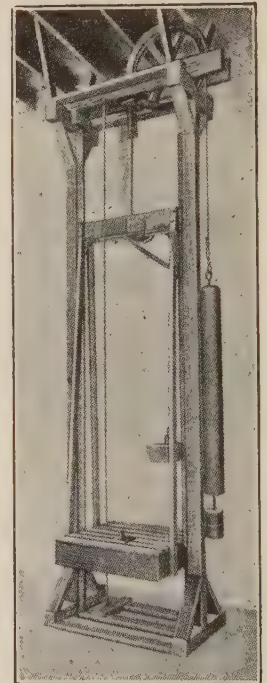
York, Nebraska

Manufacturers of
Power Transmission Machinery

*Write for our Net Prices and it will
convince you that you will save money.*

We manufacture also a Safety
Controllable Truck Dump for
which we charge only \$135.
We give same on 90 days trial
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freight both ways.

Write for Literature and Illustrations.



GRAIN DEALERS JOURNAL

305 So. LaSalle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds, on the 10th and 25th of each month.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; two years, \$3.60; three years, \$5.00; single copy, 15c.

To Foreign Countries within the Postal Union prepaid, one year, \$3.25; to Canada and Mexico, \$2.75.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, JULY 10, 1921

STALLING on the job to create more overtime is less in favor now that the Railroad Labor Board has abolished punitive overtime pay.

THE AGRICULTURAL BLOC in the Senate is getting so vociferous in its demand for special legislation that it is in danger of attracting the attention of the consumers, who are so numerous they may create a more powerful "bloc."

OVERDRAFTS are resented more generally by receivers this year than ever, so shippers who are anxious to avoid having their drafts turned down should leave a reasonable margin if they wish to court the favor of the receiver.

MEXICO'S finances are getting so involved that it is the part of wisdom for grain dealers to get cash for grain sold to that country, as a moratorium may be established by the government, making it as difficult to collect as it was in Havana last winter.

RESPONSIBILITY for the various coal, grain and packer commissions and regulations sought to be established under bills introduced in Congress can not be escaped by whatever party happens to be in power. As Elihu Root said five years ago these new agencies will themselves have to be regulated, or there is danger that they will pursue a policy independent of the party in power and against the expressed will of the electorate. Why not classify them as enemies of good government and abolish all of them.

WHEN Congress develops enuf backbone to repeal the Adamson 8 hour law and all other discriminating class legislation, loyal citizens will again be encouraged to have faith in the future of the nation. No citizen should be expected to observe laws from which certain classes are specifically exempted.

CONTRACTING new grain without reducing the contract to writing is too risky a speculation for the average grain dealer to engage in. In most states verbal contracts involving \$200 or more have no standing in the courts. Dealers who are willing to permit farmers to speculate with their capital should lend them a given amount, so as to be sure of limiting their losses.

HOT BEARINGS are credited with starting so many grain elevator fires that grain dealers must, for self-protection, install journal alarms that can be depended upon to sound the alarm whenever the temperature of bearings exceeds the safety point. Few experienced elevator engineers doubt that hot bearings are responsible for a large percentage of fires now credited to "unknown" causes.

WORKERS GENERALLY have begun to recognize that business cannot stand the stress of war-time wages longer and in many lines they are accepting reductions made necessary by the business depression prevailing in all parts of the country. The engineers and firemen of Chicago elevators have accepted a 20% reduction in wages and an increase of working time from 46 to 48 hours per week.

HOOVER'S well meant attempt to finance the farmer at the country elevator will probably come to naught, as the Farm Bureau heads have virtually condemned it and will have nothing to do with it, as they intend to accomplish the same end thru the finance corporation. Besides the Hoover plan would have benefitted the independent dealer and the farmer not a member of the Farm Bureau.

SHINGLE ROOFS are credited with being directly responsible for so many grain elevator fires that the Western Grain Dealers Mutual Fire Insurance Co. has made a material reduction in the rate of insurance on elevators, buildings and contents where the buildings are covered with metal roof or approved composition or asbestos with iron clad sides. This will not only result in a material reduction in insurance cost for its policy holders, but should also effect a material reduction in the number of grain elevator fires.

"HOLD ALL WHEAT" is the advice of the National Wheat Growers Ass'n given to its members throughout the Southwest. Nevertheless, the daily offerings of new wheat are large. It may be that some of the farmers who refused \$2.50 for their wheat a year ago on the advice of different selfish organizations have not forgotten their great loss as a result of acting on that advice. If farmers want to speculate with a portion of their crop the average grain dealer would not suspect him of any abnormal tendencies; but when, through the advice of various agitators and cranks, the farmer holds two or three years' crops it is plainly evident that he is in need of a conservator

A CAR FAMINE at Sentinel, Oklahoma, has resulted in all elevators being loaded to capacity and grain being hauled to other towns. Evidently some railroad officials have not yet discovered that the new crops are moving. All grain dealers will soon be working overtime.

KANSAS shippers who have not been notified by the carriers of leaks in intrastate shipments of grain, and of repairs made by the railroads on leaky cars, are reminded that the statute of Mar. 12, 1917, imposing a fine of \$100 on the railroad company for failure so to notify the consignor in writing is still in effect.

MR. CAPPER'S plan of requiring all grain exchanges to admit cooperative marketing associations to membership without requiring them to abide by the long established exchange rule which forbids the rebating of commissions is a specimen of class legislation at variance with the provisions of the Constitution, unfair and un-American. If the Senator has not sufficient backbone to make laws for all the people he has no right to a place in the United States Senate. The practice all too common with our wishbone senators is to *except* all of their friends from heeding the laws while their enemies who violate the same laws shall be thrown in dungeons vile. How unfair.

WICHITA Grain Exchange members have addressed meetings of different local organizations recently in an effort to enlighten the general public on the methods in vogue with the grain trade, and now comes the encouraging advice that the Minneapolis Chamber of Commerce and the Duluth Board of Trade will join forces in an educational campaign to acquaint the public with the advantages of the present method of marketing grain. If the grain dealers of all sections would take the public into their confidence, the agitators and the promoters would not have such an easy time selling their wild schemes to displace practical marketing machinery. More power to the educational movement.

DECLINES in wheat prices at all of the principal markets in the early part of the month were attributed by all grain handlers and by students of marketing to lack of buying. The new crop, just starting to move, furnished an improved supply but it met with a lessened demand and there was but one course for prices to take, namely, downward. This is an evidence of the operation of the law of supply and demand and the decline was inevitable. But, why were there no buyers? The answer is simple and obvious. Buyers were few in number and their purchases were limited because there was little speculation. Speculation was curtailed because speculators have been frightened by proposed adverse legislation and by the efforts of certain organizations to drive them out of the market. Under existing conditions speculators cannot be expected to take the buying side of the market, and just when their support and services are most needed they are limiting their trades, and prices naturally decline as a result. It is one of the penalties forced upon the country's producers by the unprecedented crop of thick headed and shallow agitators.

THE AMENDED Capper-Tincher bill has finally been reported to the Senate, where it is sure to meet with rigid opposition. The members of the grain trade have finally come to a full realization of the treacherous character of the men behind this proposed legislation and they will leave nothing to verbal understandings, but will fight the bill in both houses. Grain dealers everywhere have come to recognize the great disadvantage of having our grain marketing places handicapped by political red tape and are protesting to their representatives in congress against any attempted interference with the grain business. Business is having sufficient difficulties these days without being interfered with by political regulation.

SHELLED CORN STANDARDS will be changed October 3rd, on new order of the Secretary of Agriculture, reducing the size of the perforations in the screens used for determining foreign material and cracked corn to 12/64ths of an inch. It seems that the larger holes now in use permit considerable small grains of corn and fair sized pieces of broken kernels to pass through the sieve. This matter is considered suitable for milling and feeding purposes, hence will be admitted after October 3rd without lowering the grade of the corn. These frequent changes in the size of the perforations may grow somewhat discouraging to corn inspectors who find screens somewhat expensive, but grain dealers who are alert will insist on new screens being provided.

Pennsylvania Takes Bull by Horns.

Under the Transportation Act the United States Railroad Labor Board has directed the railroad companies to negotiate wage agreements with their employes and to do so with representatives chosen by the employes. The Pennsylvania conducted a secret ballot by which the employes chose individuals to represent them, while the closed shop element of the help declined to vote because the name of the union was not on the ballot. The result is that the Pennsylvania is not dealing with outside agitators, but has arrived at a satisfactory settlement with its own employes.

In this the Pennsylvania has done the entire country a signal service, as showing the way to collective bargaining with employes in the spirit of the Transportation Act without resorting to the "national agreement" method whereby federal bureaucrats would save themselves the tedious task of determining the real value of the work done by the men. Under the "national agreement" method no refinement of classification would be possible. As in the carpenters' union at present a common saw and hammer man would get the same pay as the skilled mechanic who can hang a door and lay out work.

No opinion has yet been given by the Board on the Pennsylvania's plan, but in view of the Board's ruling in the Pullman case, the Board is likely to frown on this plan as tending to create a vast number of differences to be adjusted by it, so that the company will need all the moral support of the business community in its endeavor to get a full day's work for a full day's pay, to the end that operating expenses may be reduced and freight rates cut down.

More Government in Business.

It has been said by someone that human experience, like the stern lights of a ship at sea, illumines only the pathway over which we have gone. It would appear that some congressmen are incapable of learning from experience. They continue to bring forth new schemes for putting the government in competition with private enterprise, giving no thought meanwhile to the ultimate harmful effects.

The latest attempt to force the government into business is contained in the bill introduced by Senator Norris, of Nebraska, creating a \$100,000,000 corporation to aid in the exportation of farm products. Introduced a little over a month ago, the bill has already reached the calendar of the Senate after hearings lasting for two weeks before the com'te on agriculture, of which Senator Norris is chairman. It would create a corporation whose capital stock would be subscribed by the United States Treasury, to purchase farm products and sell them abroad and to act as agent for any person or organization dealing in agricultural products. It would not only aid in the financing of exports but would act as a marketing agency. Management would be in the hands of a board consisting of the secretary of agriculture and two presidential appointees.

There has not been in recent years a more direct attempt to set the government up in a commercial enterprise than this which comes out of the mind of the gentleman from Nebraska. In their period of inception, most plans having the same end in view are more vague as to the real purpose of their originators. Usually the vial that contains the virus of socialism is veiled in some manner, but this time it stands forth in full view. Its character being so plainly visible, there is no reason under the sun why the bill should pass. Real Americanism wants none of this. Secretary of Commerce Hoover opposes it, as do numerous other government officials, but Chairman Norris intends to force consideration of the bill on the floor of the senate.

According to reports of the position taken by Senator Norris in his argument in support of the bill, he insists it will relieve the present situation both in the United States and in Europe. What situation is to be relieved? The natural and inevitable deflation which follows every period of undue expansion, especially such a period as was certain to accompany the individual and governmental extravagances of the war? The European depression that could not but follow four years of intensified destruction and accompany the present orgy of bolshevistic laziness and refusal to attempt reconstruction while a beneficent America will exert herself to "relieve the situation?"

This governmental corporation may assist Europe, altho it is by no means certain that it will. If it does accomplish that purpose who will pay the bill? Why, America, to be sure. Americans will be taxed to create and continue the corporation that will enter into competition with their own business institutions for the avowed purpose of marketing American farm products in export trade. Where does the idea originate that we need to do more than we are doing toward seeking an export market for our farm products? Certainly not with those real export merchants who continue daily to sell abroad all they can readily handle, nor with those foreign importers who are buying in the usual quantities.

It has been said that Europe buys all it can pay for, and, if this be true the corporation might render a service by furnishing Europe more money. To be sure, a hundred millions would not last long or go very far, but it would make things hum until it is gone. The little matter of digging it up as taxes on Americans farms, in towns and cities, would be of small moment and not worth consideration by Senator Norris. Everyone knows there is a gold mine or an oil well, potential if not developed, on every American farm and town lot. Just give Europe another hundred million—we haven't poured enough into European rat holes and here is another opportunity.

In view of the past utterances of Senator Norris, who has always professed interest in the cause of the farmer, it is to be believed that he means the corporation will be helpful to American farmers when he insists it will relieve the present situation. It will do no such thing. The farmers might have been benefited materially if a few agitators had passed away before they counselled farmers to hold their wheat for \$3.13 per bushel when it was selling at \$2.50. Those men are the enemies of the farmers. It was their advice that caused farmers to hold grain beyond the usual time and to carry it into a loss of half its former value. Senator Norris may not have been one of the advisors, but his attitude in matters like this new bill aids the other agitators in their efforts.

Real economists and men who have the best interests of the farmers and the business of the country at heart are not advocating socialistic nostrums to "relieve the situation." They know that the only thing we need is economy and thrift, coupled with hard work, conscientious effort and confidence in each other.

Steenerson's Grain Grade Bill.

Since their contact with the Sec'y of Agriculture at Washington June 27 the Minnesota politicians have come away mad as hornets.

The Sec'y himself is only too recently arrived from the West to be impressed by the Northwestern agitators' declarations that they knew what the farmer wanted and that the farmers wanted their change in the federal wheat grades to correspond to the old Minnesota grades. On July 2 the Sec'y told the house com'te on agriculture:

"The hearing before me in April was not satisfactory to the extent that I could satisfy myself that changes in grades were justified. If I have any prejudice in the matter, it is in favor of the farmer, but I lacked basic information on which I could order changes made."

Just so. There is no basic information to show that the farmer will get a single cent more for his wheat if the grade description were changed. When his predecessor in office demanded this information at a hearing held at Chicago the Minnesota spellbinders stood dumb.

Now they threaten to get behind the Steenerson bill to change the grades over the head of the Department of Agriculture. In this they will get no support, as the Sec'y of the Department is receiving practically no requests from farmers for a change in the grades.

What is needed is a standard maintained year after year so that the foreigners can know what they will get on contracts. Changing the grades is too much like Prof. Irving Fisher's plan to put 95 or \$1.05 cents worth of gold in the dollar to neutralize inflation, a plan that has been condemned by the American Bankers Ass'n.

Destroying the Middleman.

The middlemen who have built up the existing methods and machinery for marketing farm products efficiently and economically have been maligned, traduced and misrepresented for many years by agitators who profited directly by their false charges.

These propagandists have not hesitated to spread unbelievable lies about middlemen and in the very next breath present schemes for providing middlemen of their own selection to handle the farm products on their way to market.

All middlemen have recognized that most of the charges made against them were groundless and were so thoroughly convinced that their calling was free from guilt that heretofore they have not even taken the trouble to deny the charges.

No grain dealer has ever denied that the farmers had the right to market their own products if they so desired, but at the same time no experienced grain merchant has ever admitted that farmers could expect to market their products as efficiently as could be done by men of experience who, after devoting years to study and experimenting, are even now unable to market all shipments safely or profitably.

The U. S. Grain Growers, Inc., does not claim to have one man identified with the organization who has had any real business experience or any practical experience in the marketing of grain, yet it does not hesitate to claim greater efficiency than all the experts who have gone before or who are now engaged in marketing our crops.

Grain men generally have recognized that upon their real efficiency in marketing grain must depend their success. They have devoted years to the study of methods, practices, conditions, routes and rates to the end that they have been able to pay growers a much higher price than the inexperienced shipper. Many producers, recognizing the advantages of having their grain marketed by men of experience who also assume the risks of ownership, have long since turned a deaf ear on the pooling schemes of the various agitators and now know what their products will bring them when taken from their wagons. They sell for cash.

No efficient middlemen of experience have been displaced in the grain trade, but many inexperienced, inefficient men have been pushed into the grain business without any preparation and with little chance for saving money for the producers.

The grain business, like most other lines today, is a highly specialized business that requires close study and application, and the farmers as a whole would be far better off if they would simply assign the stock in their cooperative elevators to their managers and ask them to repay them with reasonable interest. The frequency with which managers are changed in most cooperative elevator companies of itself prevents success. Thousands have been invested in modern grain elevators at points where the volume of business offered did not justify the investment of one penny.

Many of the old independent middlemen have been displaced, but not always to the advan-

tage of the farmers whom the agitators led into buying them out. If the farmers had been left to themselves or if they had taken time to investigate the trials and problems of the so-called middlemen they would have been satisfied with their own difficulties and refused to assume the responsibilities of any other undertaking.

Since the last crop started to move over 475 firms have failed or retired from business and 23 grain merchants who had the nerve to assume the hazards of ownership, even in the face of declining markets, have been so discouraged by their financial reverses as to take their own lives; and in most cases these were men of experience, who had their own capital and interests at stake.

Grain is marketed in this country on a narrower margin of profit than any other commodity, and when the farmers are fully convinced of this they will hesitate to be a party to any new scheme, pooling or otherwise, which seeks to do away with existing methods and machinery.

Misleading Profit Report by Federal Trade Commission.

Grain handlers of all classes, independent, co-operative, line and terminal, were amazed by the presentation of the Federal Trade Commission's preliminary report on their income, profit and loss, showing large profits.

Income of co-operative companies paying patronage dividends is declared by the Federal Trade Commission to have been 42.21 per cent on invested capital in 1915-1916; 58 per cent the next year, and 39.03 per cent in 1919-1920, when such is far from the fact.

Oklahoma elevators, non-line, are alleged by the Commission to have made a profit of 57.6 per cent in 1919-1920, on invested capital, when this is by no means the truth. The Federal Trade Commission reports line company profits for 1919-1920 as 18.15 per cent.

On the bushel basis the Trade Commission's figures are equally ridiculous. Who with knowledge of the facts can be made to believe that line companies in 1919-1920 made a profit of 12.27 cents per bushel, while the independents the same crop year made only 6.55 and the co-operatives not paying patronage dividends only 5.75 cents.

The clew to the whole maze of misinformation lies in the fact the Commission apparently selected only a small fraction of each class of elevators in order to make the showing it desired. For example, the excessive profit shown by Oklahoma elevators was made to appear by selecting only eight out of the 720 grain elevators in that state. That is to say, the Commission's figures for Oklahoma non-line country elevators are taken from a little more than one per cent of the whole number of elevators in the state.

Eight elevators are one-ninetieth of 720. Therefore the Commission's method of selection made it possible to make 90 different showings as political exigencies demanded. Oklahoma contains 77 counties, each with a number of elevators, but if the eight houses selected by the Commission happened to be all in one county, the other 76 counties went unrep-

resented. There are traveling grain men who could pick out eight Oklahoma elevators that would show diametrically opposite the results alleged by the Federal Commission.

In Michigan there are 773 grain elevators. The Commission picked out 7 to prove its contentions, less than one per cent.

In Missouri there are 503 elevators. The Federal body chose 10.

In Montana are 683 grain elevators. The Trade Commission used 13 to bolster up its notions.

Wisconsin has 750 grain elevators. The Commission picked out 13 for its purposes.

Indiana has as many as 1,154 elevators; but the Commission used the figures from only 15 of them.

In Ohio, with 1,189 elevators the Commission thought the same number, 15, fairly representative.

Nebraska with 1,384 elevators was limited by the Commission to 46.

North Dakota with 2,041 elevators has 100 allotted by the Commission, while Illinois with 2,354, the largest number of elevators in any single state is given 58. Whether this largest representation in North Dakota is due to the Non-Partisan League, or to a desire to please Mr. Ladd, the radical senator from that state, the reader may guess.

Minnesota fares quite as well, the Commission having hand-picked 95 houses to represent the 1,685 elevators in that state.

Only 565 line elevators are selected by the Federal Trade Commission to represent the operations of this class of elevators, of which there are 10,820 in the United States.

Only 526 non-line elevators are chosen for its statistical purposes by the Federal Trade Commission, when there are in the United States 15,156 elevators of this class. The whole number of elevators reported on by the Commission is 1,091, when the country contains 25,976 elevators. Its statistics so pompously put forth embrace only 4 per cent of the industry.

Without trying hard any grain man traveling in Indiana can find a group of co-operative elevators showing an actual loss instead of the 39.03 per cent profit alleged by the Commission but such a finding would not answer the socialistic purposes apparently dominating the Commission's clerical forces. A few years ago when the public prints called attention to the socialistic speeches and writings of many of its employes the Commission replied that their individual ideas did not affect their statistical work. Did they?

It is now in order for the Commission to explain (1) Has the Commission any statistics showing that 4 per cent of the elevators in the United States lost money? (2) That 4 per cent of the co-operative elevators have gone into receiver's hands? (3) That 4 per cent of the line companies are rolling in wealth?

Why waste money in collecting information when the compilers have no intention of giving out the true results. With data regarding a large number of country elevators it is easy to select a few reports to prove any result desired.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Use for Cane Seed?

Grain Dealers Journal: I have approximately 850,000 lbs. of cane seed, about 60% of which is non-fertile. This percentage of dead seed makes the whole more or less unsuitable for seed. What else can it be used for? Where can I find a market for it? Who, or what will eat it?—B. N. Franklin.

Using Larger Car Than Ordered.

Grain Dealers Journal: On Jan. 7, 1919, I ordered a 60,000 capacity car for shelled corn to go from here to Kearney, Mo. I loaded into this car 56,000 lbs. of corn and billed it out. The railroad had furnished an 80,000 capacity car, and I overlooked marking on the B/L "60,000 capacity ordered"; and now they are trying to collect for 76,000 lbs., an additional amount of \$28.83 on this car. Is this right and will it have to be paid or can they collect it by suit?—Milton Liggett, Seymour, Ia.

Ans.: Shipper is liable for the excess freight unless he can get the local station agent to correct the B/L by writing in the desired words. Such a correction can be made at any time.

Under the new rule of the C., E. & Q., effective June 15 in supplement No. 4 to G. F. O. No. 1218-G, Note 3 reads as follows:

(b) When shipper orders for bulk grain loading a car of marked capacity less than 60,000 pounds, and carrier furnishes and shipper uses a car of greater capacity than ordered, the minimum weight on grain as listed in paragraph (1) shall be 60,000 pounds, but not greater than the marked capacity of car furnished, and the minimum weight upon oats, ear corn and other commodities listed in paragraph (2) shall be 48,000 pounds, but not greater than 80 per cent of the marked capacity of car furnished.

(a) Except as noted in paragraph (b) of this Note, when carrier cannot furnish car of capacity ordered by shipper and for its own convenience furnishes a car of greater capacity than the one ordered, such car may be used on the basis of the minimum weight applicable to the car ordered by shipper, but in no case less than actual weight; the capacity of car ordered, number and date of the order to be shown in each instance upon the bill of lading and carrier's waybill.

If all grain shippers would use duplicating forms for ordering cars, they would have proof of order and would not suffer by carriers' error.

Collecting for Grain Doors.

Grain Dealers Journal: We ordered doors in writing on Apr. 5 and 30, but the railroad company failed to supply them and we had to buy the lumber and furnish them ourselves. With whom do we file claims for grain doors supplied? Do we have to have a special form on which to file this claim?—Stafford & Murray, Muncie, Ind.

Ans.: Claim for grain door lumber is filed with the division superintendent, not with the regular freight claim agent. No special form is necessary, but the correct procedure is as follows:

Order a new supply of your local railroad agent well in advance of the old supply being exhausted.

If new supply does not arrive before the old supply is exhausted, then ask local railroad agent in WRITING to buy such lumber from the local lumber yard. Ask him in writing to keep a copy of the request.

In nine cases out of ten the local agent will not go and buy the lumber for you, but it is necessary that you ask him to do it. After he refuses or neglects to do it, then you go and buy the lumber you need from the local lumber yard.

Keep an accurate account of the number of feet used on each car in coopering it and the approximate cost of such lumber for each car.

If the railroad agent will allow you to do it, write on the B/L before you tender it to him

for his signature, the following: "Shipper furnished _____ feet of lumber for the coopering of this car."

After you have received your new supply of grain doors, make up the invoice against the railroad, showing the amount of lumber you supplied on each car and the amount it cost you. Attach to this claim against the railroad, the invoice from your local lumber yard showing the amount you paid, and the written request to the railroad agent to buy the lumber for you before you bought it. Send this claim to your division superintendent. Your division superintendent should handle it as an operating expense.

Record of Cash Prices?

Grain Dealers Journal: We would like to get a book giving the daily market record of cash grain prices in Chicago during the year 1920 and the first six months of 1921.—R. O. Stuart, mgr. Security Adjustment Co., Minneapolis, Minn.

Ans.: The daily range of cash grain prices at Chicago is published in the annual statistical report of the Chicago Board of Trade and also in the Red Book issued at the close of each year by Howard, Bartels & Co., who also publish the Daily Trade Bulletin giving cash prices each day up to date. The charts published in the Grain Dealers Journal also show the daily range of prices.

Trash Screen for Wagon Dump.

H. A. Parks, manager of the Western Elevator at Clovis, New Mexico, has devised a unique arrangement for catching sacks, trash and stalks when grain is unloaded in the double pit.

He has arranged a screen with rods about 3 inches apart, which, by means of hinges, can be dropped back to give easy access to the pit for cleaning.

Damages Awarded for Delay in Furnishing Car.

Troy Bartlett of Martin City, Mo., ordered a car to be set in Monday, Aug. 6, 1917, to be loaded Aug. 7. The Missouri Pacific set in the car the Saturday preceding, Bartlett coopered it on Monday, but when he drove in at noon Tuesday with two wagonloads of wheat he was informed that the car would be diverted to another shipper, and it was so diverted at 2 p. m.

Bartlett was compelled to accept a car several days afterward and sell on a lower market. He brought suit for the difference and was given judgment against the railroad company in a decision which was affirmed by the Kansas City Court of Appeals May 2, 1921.

Justice Bland said: Plaintiff, upon reasonable demand, was entitled to have defendant furnish a car to satisfy the needs of his business at hand; that is, for the purpose of loading it with wheat upon Tuesday; and this right was qualified only by the right of the defendant to promulgate rules for car distribution in view of the car shortage resulting from the unusual demands and abnormal conditions present that could not have been reasonably foreseen. *Penna. R. R. Co. v. Sonman Coal Co.*, 242 U. S. 120. *Penna. R. R. Co. v. Purity Coal Mining Co.*, 237 U. S. 121. *Baker v. Railroad*, 145 Mo. App. 189, 196, 197. There is no question in the case as to defendant's ability to furnish the car on Tuesday, as it was actually present and ready for loading on that day.

Defendant labors under the idea that the car was set on the track on Saturday, to be loaded on Monday. The setting of the car to be loaded on Monday would no more comply with plaintiff's needs than if it had been set on the track on Wednesday or Thursday of the previous week, when plaintiff ordered the car for loading on Tuesday. We are not here concerned with whether plaintiff had a right to have the car set for coopering on Monday, or whether the setting of the car for said purpose worked discrimination. Plaintiff is not claiming that he had any right to have the car set for coopering on Monday. This suit does not involve any matter growing out of the fact that the car was set for coopering on Monday, but the petition alleges a request for the delivery to plaintiff of a car for the shipment of his wheat on Tuesday. So the case may be treated as though the car were delivered on Tuesday morning and withdrawn Tuesday afternoon, for it was the taking away of the car on that day, after it had been delivered, that forms the basis of the cause of action pleaded.—230 S. W. Rep. 660.

Partners Jointly Liable for Misappropriation by Manager.

In 1915 the plaintiff, J. P. Farney, and the four defendants, Hauser, Ricks, Rathgeber and McBrayer, formed a partnership for the purpose of conducting a grain elevator business at Kiowa, Kan. The capital invested by the partners was \$5,300, of which the plaintiff contributed \$1,500. Hauser was chosen as president and general manager, and Ricks as secretary and treasurer, and the partnership business was placed in their charge. They purchased an elevator and hired a manager, one Hagenmaster, to conduct it.

Under an agreement with Hagenmaster the plaintiff placed some 10,000 bus. of wheat in the elevator to be stored, cleaned and loaded on railway cars at 2½ cents per bushel. This wheat was to be loaded on cars when plaintiff chose to have that done, and in May, 1916, some 1,378 bus. of plaintiff's wheat was thus loaded out of the elevator. In February 1917, plaintiff directed Hagenmaster to load the balance of the wheat, but this was not done, for the reason, as it was afterwards developed, that Hagenmaster had in some way made way with most of plaintiff's wheat; and on March 4, 1917, the elevator burned.

Plaintiff took charge of the more or less damaged wheat found in the ruins of the elevator and sold it. Plaintiff then started an investigation as to the disposition of the remainder of his wheat, but this was interrupted by another fire which burned the elevator office and books of the partnership.

Hagenmaster, the manager, was arrested for the crime of burning the elevator, but he died before trial. The partnership collected some insurance on the elevator and sold some other assets for cash. It also held a policy of insurance for \$2,000 on the contents of the elevator.

The trial court made an accounting which by computation showed that the partnership was indebted to plaintiff in the sum of \$11,436.59; that the net assets of the firm were \$4,524.82; that each of the parties, plaintiff and defendants, must stand his respective proportionate share of the net losses and liabilities; and that the plaintiff should have judgment against his defendant partners, for their respective shares of the amount due him as an individual patron or customer of the partnership. The court also held the partnership liable to plaintiff for the sum which should have been collected from the insurance company for the burning of plaintiff's wheat.

The Supreme Court of Kansas on May 7, 1921, held that as a customer of the partnership Farney is entitled to his due just as any outsider patronizing the firm would be. Hagenmaster made away with \$11,436.59 worth of plaintiff's wheat which had been placed in the elevator under a valid contract. The partnership therefore owes plaintiff that sum. But being a partner to the extent of \$1,500, and the total capital of the firm being \$5,300, plaintiff, as partner must bear his proportionate share of the liability, 15/53 of \$11,436.59. The other partners must likewise bear their share of the liability according to their respective interests in the partnership.

The partnership only had 530 bus. of its own in the elevator at the time it burned; that 2,642 bus. of damaged wheat was taken from the ruins, and that, according to competent opinion evidence, not more than from 3 to 20 per cent of wheat stored in an elevator is commonly consumed when an elevator burns. The jury was liberal; it determined that 25 per cent of plaintiff's wheat was consumed in the elevator, and upon these bases, and upon all the relevant circumstances it concluded that Hagenmaster must have misappropriated 5,461 bus.

It would be absurd to hold that in this commercial age when partnerships are so common that a man could not buy from, sell to, trade with, or patronize a business partnership as any other person might do, and with the same rights and liabilities, merely because he had a partner's interest in the firm business.—198 Pac. Rep. 178.

A REORGANIZATION of the U. S. Dept. of Agriculture was considered recently at a conference at Washington with a view to separating regulatory work from research.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Middleman Will Deal with Farmer's Com'ites.

Grain Dealers Journal: Quite a number of grain dealers have made such losses as to land them in receiverships, so the question is one of the survival of the fittest. The grain trade in this section drags slowly along owing to market uncertainties.

The same is true of other products, notably wool, which has fallen from 72c to 15c per pound, with practically no reduction on the finished products of the mills. These conditions are causing organized resistance by the farmers, and they are pooling their interests in self-defense. For some time they have been shipping their own live stock, and if their present plans succeed before long the middleman, if he deals with them at all, will deal thru their com'ites.—J. D. Myers & Son, Worthington, Ind.

Improving Collateral Value of Country Storage Receipts.

Grain Dealers Journal: At the recent conference in Washington called by Secretaries Hoover and Wallace the subject up for discussion was the possible improvement of the collateral value of country warehouse, or so-called storage receipts.

A number of men with the broadest practical experience attended the conference and it was not dominated by theorists. Personally, I have operated country elevators for nearly thirty years, and I believe it is entirely possible and highly desirable to improve the collateral value of country storage receipts to the end that the producer may be enabled to borrow more freely against his crops and thus elect the time when he wishes to sell.

I am hopeful that later on representatives of the grain trade may take up this problem for further consideration, but for the present the producers' representatives have withdrawn from active participation and there is no committee in existence as a result of the conference.—Frederick B. Wells, Minneapolis, Minn.

U. S. Grain Growers Too Ambitious.

Grain Dealers Journal: If the United States Grain Growers, Inc., succeed in accomplishing what is said to be their policy by their agents who are endeavoring to induce farmers to sign iron-clad contracts to buy all of their supplies, and sell all of their products thru this organization, they will have built up a gigantic trust of almost unbelievable power, which will be as dangerous to the country banker and merchant, as it is to the grain men and commission merchant. It will place more power in the hands of its board of directors than ever was placed in the hands of a similar number of men, and more power than is safe for the Government, or the people, for them to have, as they could completely disrupt the entire financial, commercial and industrial systems of the country, if not of the world.

If the claims of the solicitors for this organization are to be believed, it is not their intention to destroy the grain exchanges, but to absorb them by making them valueless to anyone else, and it is the same with the banking system of the country. They intend to make use of the country banks until they become powerful enough to succeed them in financing the rural communities, and if their

plans are successful, every farmer who is a stockholder in a country bank, and who signs one of their iron-clad contracts is helping to bring about his own ruin.—Ichtertz & Watson, St. Louis, Mo.

The Proposed Tariff.

During the past week the House of Representatives has begun active consideration of the new import duties to be placed on many of the commodities shipped into the United States from other countries.

A permanent tariff bill, introduced into the House provides the following rates of duties on agricultural products: (the following list also shows the rates under the Underwood tariff)

Barley: 15 cents per bu. (Underwood 15 cents).

Barley malt: 40 cents per hundred.

Barley flour: 2 cents per lb.

Buckwheat: 30 cents a cwt. (Underwood free).

Beans, dried: 1¼ cents per lb. (Underwood free).

Bran and bran products: \$1.50 per ton (Underwood free).

Cereals, breakfast food: 17% (Underwood free).

Corn: 15 cents per bu. (Underwood free).

Grass seeds: See article published elsewhere in this number.

Molasses: According to the grade.

Oats: 10 cents per bu. (Underwood 6 cents per bu.).

Rice, milled: 2 cents per lb. (Underwood free).

Rye: 10 cents per bu. (Underwood free).

Wheat: 25 cents per bu. (Underwood free).

Wheat flour and wheat products: 50 cents per cwt. (Underwood free).

Unofficial estimates of the revenue to be derived from all the duties to be levied under the proposed new tariff is placed at \$700,000,000 per year.

Stolen Wheat at Buyer's Risk.

The Wm. Kelly Milling Co., of Hutchinson, Kan., purchased from Fred Gibson two wagonloads of wheat, paying him the market price. Gibson had wrongfully taken the wheat from the plaintiff's granary. The milling company appeals from a judgment in plaintiff's favor for the value of the wheat, and the appeal presents the sole question whether a purchaser in good faith and for value is protected in the purchase of wheat and similar grain in the ordinary course of business from one who has the possession but not the title.

It is said that the question is of great practical importance to the mills and elevators in this state, and that millers and others engaged in buying grain cannot in the hurry of business make extended inquiry and trace back to its source every bushel of wheat offered to them in the usual course of their business, said the Supreme Court of Kansas, May 7, 1921.

Markets overt were a Saxon institution ingrafted on the common law in England. From that time a sale in market overt conferred a good title upon a bona fide buyer, though the seller had no title whatsoever, and even though he had acquired the property by theft.

"All contracts for anything vendible made in market overt shall be binding, and sales pass the property, though stolen, if it be an open and proper place for the kind of goods, there be an actual sale for valuable consideration, no notice of wrongful possession, no collusion, parties able to contract, a contract originally and wholly in the market overt, toll be paid, if requisite, by statute, and the contract be made between sun and sun." 2 Bouv. Law Dict. (Rawle's 3d Rev.) 2096.

By the English Sales of Goods Act of 1893, the common-law rule is still in force.

In this country the exception in favor of sales in market overt has never been recognized, because there are no such markets here. Dame v. Baldwin, 8 Mass. 518. The institution of markets overt has never been recognized in any of the United States nor received here any judicial sanction. Ventress et al. v. Smith, 10 Pet. 161, 9 L. Ed. 382.

The plaintiff concedes this, but contends that, an exception to the general rule that no one can by sale transfer to another the right of ownership in a thing when he has no right of property having been adopted in this country

for the sake of commerce, in the cases of money, bank bills, and negotiable paper payable to bearer or transferable by delivery in the due course of business (Murray v. Lardner, 2 Wall, 110, 17 L. Ed. 857; 24 R. C. L. 377), a similar exception should be recognized in the case of sales of wheat and other grains of such character that they cannot be identified by even the most careful inspection. While it is doubtless true, as suggested, that in the hurry of business millers and elevator companies may find it difficult to trace back to its source every load of small grain offered to them in the usual course of business, yet similar risks are assumed every day in the purchase of all kinds of property in many other kinds of business. We see no reason for making an exception in favor of grain merchants.—197 Pac. Rep. 1094.

Federal Bill Against Misrepresentation.

Ostensibly to prohibit fraud upon the public Representative Kreider of Pennsylvania has introduced H. R. 6813 in the House of Representatives, penalizing false statements in commercial transactions. The bill has been referred to the house com'ite on judiciary.

The bill makes it a misdemeanor, punishable by a fine of \$1,000 or imprisonment for one year or both, for any person, firm or corporation to publish or circulate in a newspaper, periodical, circular or letter, any statements, or assertions concerning the quantity, quality, value, merit, use, present or former price, purpose or motive of a sale of any securities, merchandise, articles, or services, or concerning the cost of production, or the possession of prizes or distinctions conferred on such merchandise, or the manner or source of purchase of securities, merchandise or services that enter into interstate or foreign commerce, which statements are untrue or calculated to mislead.

It might be well to amend this bill so as to provide fine and imprisonment for congressmen who fail to fulfill their pre-election promises or give away stogies for voters to burn. Misrepresenting facts or misleading the voters by false issues should also be punished. Business men are just as honest as members of Congress and if all their actions must be regulated then the proposed law should be made broad enough to regulate all citizens similarly. The practice of enacting regulations for one class of citizens while all others do as they please is too provincial for a national law making body. Mr. Kreider's bill might receive favorable consideration before the city council of Annville, but Congress should promptly scrap all such picayune propositions.

Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

U. P. 18579, east bound thru Chester, Neb., on June 1, was showing a small leak at side brace post. There was no opportunity to find out the degree of the leak.—Brown Lumber Co., per E. L. Brown.

C. B. & Q. 112216 passed thru Hendley, Neb., eastbound, July 1, leaking wheat at the door post.—G. W. Query, mgr. Farmers Business Ass'n.

C. R. I. & P. 141049 was set off at De Soto, Ia., on June 30. On account of a bad drawbar about 20 bus. of barley leaked out.—Hemphill Grain Co.

C. R. I. & P. 28039 passed thru Klemme, Ia., on June 23. The car was bulged at corner, was leaking white corn and was labeled "New corn. Rush to Cedar Rapids."—W. F. Lau.

A. T. 24044 in train eastbound 3 p. m., May 23, at Cedar Point, Kan., leaking wheat badly at corner of car.—H. D. Haywood, p. o. Box 104.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

CANADA.

Winnipeg, Man.—Of the 18,654,110 acres sown to wheat in Canada this year 90% is in the prairie provinces of Manitoba, Saskatchewan and Alberta.

Winnipeg, Man., July 7.—Unless extraordinary and sustained bad weather intervenes, one of the best crops in the history of Canada is assured this year. From coast to coast a bountiful harvest of grain is assured. Conditions in the eastern provinces are slightly better than in the prairie provinces.—J. G. Grisdale, Deputy Minister of Agriculture.

COLORADO.

Sterling, Colo., June 28.—Crops are good in some localities and poor in others. Rust is doing considerable damage.—Sterling Milling Co.

Hyde, Colo., June 27.—Most crops are good. Wheat not as good as expected in some localities.—A. F. Johnson, mgr. Farmers Co-op. Exchange.

Denver, Colo., July 4.—Heavy floods along the river valleys in Colorado have damaged the crops tremendously. On the other hand the rains have benefited the crops in the dry farming regions. The result will be record yields in eastern Colorado. Wheat along the Burlington from Sterling to the Nebraska line seems badly damaged, due to the rust and the late freeze in May. Farmers and grain dealers in this particular territory estimates the yield this year at about 60% of last year. On the Burlington in the eastern part of the state the yield is expected to be as large as last year. Along the U. P. from Denver to the Kansas line the largest crops in history will be raised. Corn is looking well everywhere and the frequent rains are promoting rapid growth.—C. E. Williams, mgr., Denver Elevator.

IDAHO.

Lamont, Ida., July 1.—Crop conditions were never better in this part of the state.—L.

Richfield, Ida., July 1.—We are looking for a big crop of small grain.—A. B. Chamberlain.

Oxford, Ida., July 2.—Fall grain is in good condition, but if the drouth keeps on the spring wheat will suffer.—Intermountain Farmers Equity, Hyrum Lloyd, local mgr.

ILLINOIS.

Ohlman, Ill., June 30.—Wheat cutting is completed. Oats cutting is nearly done. Nearby threshing reports indicate a wheat yield of between 15 and 20 bus., with a little grading No. 2, but the most grading Nos. 3 and 4. Oats yield will be better than anticipated, and will be about 30 bus. to the acre. Hay is about 25% of a normal crop.—Ohlman Co-operative Co., per M. Virden.

Springfield, Ill., July 6.—The weather was generally favorable for harvesting, threshing, and haying operations. Corn continues to make a fine growth and it is in excellent condition. Some say that it is unusually large for its age. Much of it is laid by, and it is tasseling in the northern counties. Winter wheat is being harvested in the north, and threshing is general in the central and southern divisions. Spring wheat is not filling well. Early oats are being cut in the northern and central areas; the crop is short as a rule. Rain is needed for pastures generally, and for corn in places.—Clarence J. Root, Meteorologist, U. S. Dept. of Agriculture.

Springfield, Ill., July 9.—Condition of corn continues high. Growth has been forced rapidly by the hot weather, and it averages about two weeks early. It is now tasseling in northern counties. In most areas more moisture is now needed for the crop. Deterioration of spring wheat has continued on account of the excessive heat. Condition is low. Rust is prevalent. Scattered fields in central section are now ready to cut. Oats are still suffering from hot weather and lack of sufficient moisture. Condition runs low. Early oats are being cut in central and northern areas. The hot weather has caused barley to mature rapidly. It has been deteriorating of late and needs rain. The

harvest of rye is about over. Thrashing is in progress. Fairly good yields are resulting as a rule, tho generally smaller than looked for.—S. D. Fessenden, Illinois Agricultural Statistician.

INDIANA.

Teegarden, Ind., July 1.—Wheat is being harvested.—J. M. Roelke.

New Haven, Ind., July 6.—The oats acreage is large, but the thistles have gained a footing. Corn looks fine and is five foot high.—D. M. C.

Monroeville, Ind., July 8.—Wheat is cut and the prospects are good for a large yield. Oats are in fine condition. Corn is good.—D. M. C.

Valparaiso, Ind., July 7.—Wheat in this section is cut and shocked. Corn is about 3 ft. high. Need rain.—D. M. C.

Wanatah, Ind., July 9.—Corn is very lean in appearance. Oats have taken a sun straked attitude towards growing. The oats look thin. Wheat is cut and shocked.—D. M. C.

Teegarden, Ind., July 1.—Oats headed out well and are extra good. Wheat has been damaged considerably and yield will be below average.—J. M. Roelke.

Monroeville Siding, Ind., July 9.—Corn is from 6 inches to a foot high and looks very lean. Wheat acreage was large and the wheat is all cut and shocked. Oats have turned. The fields are full of weeds and thistles.—D.

Darlington, Ind., June 30.—Wheat and rye not very well filled; too hot; oats looking fair, really too warm for them. Black rust on wheat and chinch bugs south and west of town. Damage from bug small as yet.—C. F. Gery.

Lafayette, Ind., July 2.—The chinch bugs have been working havoc in wheat and corn fields in Tippecanoe County during the past two weeks. According to the county agricultural agent considerable damage was done in several townships.—C.

Mulberry, Ind., July 1.—Wheat prospects do not indicate a big yield on account of too much weevil; fly, drouth, rust and hot weather. Some threshing will start this week. The acreage of rye is small this year but the yield will be big. Corn prospects were never better. The stand is perfect, it is well cultivated and has no weeds. Had a good soaking rain on June 28. The new crop of oats has been cut short by the dry hot weather. Acreage is smaller than in other years.—M. A. S.

IOWA.

Harris, Ia., June 30.—Crops looking fine; need rain and not so much warm weather.—H. Ulmland, mgr., Davenport Elvir. Co.

Dawson, Ia., June 26.—Corn is two weeks ahead of normal.—Farmers Grain Co., G. J. Brenner, Mgr.

Des Moines, Ia., July 6.—Corn continued to advance rapidly. Tasseling is general in the central and south and beginning in the northern tier of counties. Ears are beginning to shoot and silk will soon appear. Hot, dry weather has caused corn to curl in the heat of the day in the west central counties. Winter wheat harvest is nearly completed in the principal producing districts. Threshing has begun in the extreme south. The quality is reported good but the yield is below the average. Early oats harvest is well under way in the southern districts and beginning in central. Hot weather and rust have materially reduced the yield. Barley is being harvested. Spring wheat harvest is beginning in the south and west central counties. Hot weather and diseases have seriously affected spring wheat.—Charles D. Reed, meteorologist and director U. S. Dept. of Agriculture.

KANSAS.

Trousdale, Kan., June 30.—Harvesting just begun; been delayed on account of rain.—J. W. Martin, mgr. Producers Grain Co.

Gem, Kans., July 5.—Threshing has commenced. Some fields figured at from 3 to 5 bus. per acre are making from 10 to 12 bus. Average will be around 10 bus. for Thomas County.—W. S. Nicholson Grain Co., correspondent.

MINNESOTA.

Minneapolis, Minn., July 5.—At this time of the year it is but very seldom that the new corn crop has had such an excellent promise. Corn has yet to enter its critical period, however, and with the present lack of sub-soil moisture the new crop will have great difficulty in developing another bumper yield unless there is unusually heavy precipitation in July.—Quinn-Shepherdson Co.

Minneapolis, Minn., July 6.—There has been but little black rust. Southern Minnesota has been affected slightly, but no great damage has occurred. We had a number of reports from North Dakota, but samples sent to us, show only the ordinary leaf rust, with no traces of real black rust. In South Dakota there are many fields of grain in the territory tributary to and south of Aberdeen, that will not pay to cut. In the western part of the State crops have been considerably reduced. In the eastern and southern sections conditions are much better. The recent rains have come too late to revive some of the crops of the state, especially in the Jim River Valley. Minnesota is very spotted, but is much better than South Dakota. Grain on light soil has been damaged. There are places that have had good rains, and the crops are heavy. Without a further set-back these should produce good yields. North Dakota has not suffered so severely as rains have been quite general, except in the southwestern part of the state. The northwestern districts have maintained their good condition. The central, eastern and northern sections have some very good stands of grain. In the southern tier of counties the heat has probably reduced the crop to some extent.—Van Dusen-Harrington Co.

MISSOURI.

Kansas City, Mo., July 8.—Corn to the northwest of Kansas City is tasseled and more is tasseling. All is considerably beyond the "knee high at 4th of July" stage. Moisture conditions appear excellent. The only small corn is that which apparently was planted for ensilage purposes. Wheat and oats all in shock. Weather hot, just the kind that makes corn grow so rapidly it can be seen—and heard.—Cal.

Jefferson City, Mo., July 9.—Missouri farmers planted 6,283,000 acres of corn, which is 178,000 less than the five-year average. The July condition of corn is 90%, against 82% last year (the 10-year average), and indicates 29.7 bus. per acre, totaling 186,605,000, against the July, 1920, prospect of 179,110,000 bus. Corn improved rapidly during June and is generally clean, a good stand and dark green color. Occasional sections are weedy, due to lack of cultivation, and in some communities the plants are late and small. Northwest Missouri has excellent prospects, except in portions of Holt and Atchison, where it has been too dry. Northeast Missouri was somewhat too dry, also several counties in the southeast, where the crop is ten days to two weeks late. The sections suffering from drouth were relieved somewhat the last days of June and first days of July. In middle and west sections of the state corn grew so fast that needed cultivation has not been given in all fields. Chinch bugs are appearing on corn in the eastern counties from Clark to Warren and at scattered points on the west side as far south as Stone. The prospect is much better for a good corn crop than at this time last year, but the critical period will come from the 10th to the 25th of the month. Continuation of the present high temperatures without plenty of moisture would be disastrous to Missouri corn.—Missouri Crop Reporting Service.

MONTANA.

Miles City, Mont., June 26.—Crops prospects are good and a large acreage is in.—James Lincoln.

Billings, Mont., June 26.—Prospects for the coming crop are very good in central and western Montana.—W. P. Ladd, W. P. Ladd Grain Co.

Lewistown, Mont., June 29.—Central Montana, the big wheat growing section of the State, has had over 6 inches of rainfall in June with normal temperatures and no winds. Crops in best condition for 6 years. Winter wheat headed out and early sown spring wheat heading now. A few showers in July will insure us one of the biggest crops ever raised in this district.—P. F. Brown, pres. P. F. Brown Co.

NEBRASKA.

Hordville, Neb., June 26.—Wheat and oats are fine.—Charles Scherwitz.

Huntsman, Neb., July 1.—Crops fair; less than last year.—L. M. Sheldon, agt. Central Granaries Co.

Blue Springs, Neb., June 29.—Wm. Craig writes the following to the W. S. Nicholson Grain Co.: This week will about finish wheat cutting in this territory. Threshing will be in full operation next week when we will be able to report yields which we believe will be very

disappointing. The wheat berry we think will be plump, fairly dark and real good quality. If it averages over 10 bus. per acre we'll be happily surprised. Corn promises immensely to present time; but we'll need rain right along to maintain prospect. There is no subsoil moisture.

NEW MEXICO.

Raton, N. M., June 25.—Wheat good thru here.—Walter O'Brien.

NORTH DAKOTA.

Crystal, N. D., June 26.—Grain of all kinds never looked better at this time of the year.—M. MacLeod, agt. National Elevator Co.

Brocket, N. D., June 29.—Very little grain is moving now.—National Elevator Co., by Olaf Leit, agt.

Brocket, N. D., June 29.—Weather has been too hot for the crop during the past week.—National Elevator Co., by Olaf Leit.

OHIO.

Lancaster, O., July 1.—Wheat is about one-half a crop.—Yondhank & Road Co.

Elida, O., July 6.—Clover is being cut. The wheat is shocked. Oats acreage is heavy.—D. M. C.

Lima, O., July 9.—At Delphos the clover is being cut and the corn yield will be average.

[Continued on page 55]

Government Crop Report.

Washington, D. C., July 8.—The Crop Reporting Board of the Bureau of Markets and Crop Estimates makes the following estimates of acreage and condition July 1:

	Condition			
	July 1, 1921.	July 1, 1920.	July 1, 10-yr. av.	
Winter wheat.....	38,721	77.2	79.7	81.0
Spring wheat.....	18,023	80.8	88.0	85.0
All wheat.....	56,744	78.2	82.5	82.5
Corn.....	108,901	91.1	84.6	83.7
Oats.....	44,829	77.6	84.7	84.6
Barley.....	7,713	81.4	87.6	85.7
Rye.....	4,544	86.9	83.5	86.3
Flax.....	1,242	82.7	89.1	84.8
Rice.....	864	88.0	90.0	88.8
Hay, tame.....	58,879	78.7	85.5	83.3

*000 omitted.

	Total production in millions of bus.		Yield per acre.	
	1921.	1915-1919 average.	1921.	1920.
Winter wheat.....	574	572	14.3	15.6
Spring wheat.....	235	258	13.1	12.7
All wheat.....	809	831	14.3	14.6
Corn.....	3,123	2,798	28.7	26.4
Oats.....	1,329	1,433	29.6	32.4
Barley.....	184	208	23.9	25.3
Rye.....	70.0	69.2	15.4	15.3
Flax.....	9.7	11.7	7.8	7.6
Rice.....	33.6	37.2	38.9	36.5
Hay, tame, tons.....	81.7	85.8	1.39	1.47

Wheat remaining on farms July 1 is estimated at 6.9% of last year's crop, or about 54,435,000 bus.; compared with 47,620,000 on July 1, 1920, and 29,328,000, the average of stocks on July 1 for five years 1915-1919.

Details for important crops in principal states follow:

CORN.

	Acres.*	Condition July 1, 1921.	Condition July 1, 10-yr. av.	Forecast 1921 from July 1 condition.	Final estimate, 1920. Bus.*
Pa.	1,520	89	86	64,934	67,050
Va.	1,687	82	89	42,884	50,100
N. Car....	2,923	82	88	55,128	64,032
Ga.	5,865	77	84	79,031	76,500
Ohio	3,660	87	85	144,881	162,099
Ind.	4,545	93	84	185,981	184,072
Ill.	8,652	98	84	347,637	294,168
Mich.	1,641	93	83	60,283	65,000
Wis.	1,980	95	84	83,704	86,044
Minn.	3,213	100	82	136,552	118,125
Iowa	10,197	102	88	442,039	473,800
Mo.	6,153	90	82	182,744	198,880
S. Dak....	3,626	95	85	117,120	105,600
Neb.	7,484	95	86	213,294	255,528
Kan.	4,930	89	80	94,336	137,535
Ky.	3,333	87	87	92,791	100,650
Tenn.	3,491	82	87	84,447	93,100
Ala.	4,747	75	83	69,424	67,149
Miss.	4,776	79	81	83,007	63,680
La.	2,249	88	81	47,499	36,595
Texas	7,638	86	76	164,217	174,200
Okla.	3,381	91	80	59,996	89,320
Ark.	2,761	90	82	60,880	55,224
U. S.	103,901	91.1	83.7	3,123,139	3,232,367

*In thousands—i. e., 000 omitted.

WINTER WHEAT.

	Condition July 1, 1921.	Condition July 1, 10-yr. av.	Forecast 1921* from July 1 condition.	December estimate, 1920.*	December estimate, 5-yr. avg., 1915-19.
N. Y.	83	87	8,566	10,258	9,147
Pa.	90	86	26,437	24,900	25,807
Md.	83	84	10,228	11,390	10,818
Va.	75	87	9,646	11,425	14,584
N. C.	60	85	4,705	8,471	7,982
Ohio	75	81	34,114	28,308	39,826
Ind.	70	77	26,648	23,400	37,936
Ill.	82	77	42,937	35,720	42,485
Mich.	85	79	14,949	13,795	15,647
Iowa	88	84	8,913	8,491	9,696
Mo.	68	79	32,892	32,500	38,402
Neb.	80	80	53,054	58,029	45,411
Kan.	70	77	119,902	136,844	100,471
Ky.	79	83	6,765	5,610	9,878
Tenn.	79	82	4,734	4,028	7,133
Texas	64	78	19,385	15,925	19,543
Okla.	75	74	37,720	46,240	38,207
Mont.	70	75	4,166	3,900	10,726
Colo.	89	82	16,565	17,195	9,223
Utah	110	86	2,863	2,340	3,549
Idaho	100	88	9,542	8,000	7,808
Wash.	93	88	29,666	20,120	19,793
Ore.	100	91	17,395	17,560	12,994
Calif.	80	79	8,565	9,100	8,798
U. S.	77.2	81.0	573,930	577,763	572,401

SPRING WHEAT.

Minn.	82	88	35,016	27,940	51,063
N. D.	83	86	80,364	68,400	81,633
S. D.	63	83	22,788	25,470	43,330
Mont.	80	82	21,344	15,950	15,156
Wash.	80	86	19,936	17,862	17,560
U. S.	80.8	85.0	235,482	209,365	258,495

OATS.

N. Y.	78	87	35,094	44,275	41,569
Pa.	79	90	35,491	45,825	40,530
Ohio	72	84	49,388	71,339	64,200
Ind.	73	83	56,119	76,875	68,799
Ill.	77	82	149,168	161,950	186,096
Mich.	70	86	39,014	56,430	52,939
Wis.	83	92	91,081	107,878	93,458
Minn.	85	88	116,960	126,488	114,660
Iowa	82	89	209,085	229,866	216,362
Mo.	72	78	45,855	54,138	42,544
N. D.	85	86	64,005	59,640	57,245
S. D.	73	84	60,076	75,446	67,033
Neb.	84	81	73,302	83,040	78,374
Kan.	64	74	50,596	68,799	48,489
Texas	60	76	43,659	44,100	49,949
Okla.	59	69	33,099	48,000	31,125
Mont.	80	84	19,090	16,800	19,278
U. S.	77.6	84.6	1,323,937	1,526,055	1,432,697

BARLEY.

Wis.	84	92	13,704	15,913	19,152
Minn.	86	86	23,530	25,000	31,435
Iowa	89	91	7,233	7,810	10,541
N. D.	83	86	22,851	22,680	29,406
S. D.	71	84	19,679	26,825	26,510
Kans.	74	71	15,503	21,285	8,182
Colo.	95	88	5,919	4,674	4,405
Idaho	93	92	3,943	4,256	5,656
Wash.	90	89	3,744	3,883	5,029
Ore.	96	90	2,593	2,576	4,218
Calif.	80	84	30,600	28,750	35,246
U. S.	81.4	85.7	184,288	202,024	208,098

*In thousands of bushels—i. e., 000 omitted.

GRAIN AND FLOUR exports during May were valued at approximately \$63,000,000; compared with \$100,000,000 in May, 1920, according to the Department of Trade and Commerce.

Daily Closing Prices.

The daily closing prices of wheat, corn and oats for September delivery at the following markets for the past two weeks have been as follows:

SEPTEMBER WHEAT.

	June 25.	June 27.	June 28.	June 29.	June 30.	July 1.	July 5.	July 6.	July 7.	July 8.	July 9.
Chicago	125½	123½	117½	123	123½	121¾	115½	116¾	120¼	121½	118½
Minneapolis	131½	129	120½	127¼	128	127¾	119¼	121	125½	126½	123½
Duluth	131½	129	121	125	125½	126¾	118¾	120¼	125	126½	124½
Kansas City	117½	115½	109¼	115	114¾	113¾	107¾	108¾	112	113	109½
St. Louis	122½	120½	115	120	120¼	119	112¾	114	117½	118½	115½
Winnipeg*	142½	144¾	138¾	142	141¾	....	134¾	135½	139¾	142½	141½
Toledo	128¾	126¾	120¾	125½	124¾	125	118½	119	....	125	....
Milwaukee	125½	123½	117½	122½	123½	122	116	117	120½	121½	118½

SEPTEMBER OATS.

	June 25.	June 27.	June 28.	June 29.	June 30.	July 1.	July 5.	July 6.	July 7.	July 8.	July 9.
Chicago	40¾	39¾	37¾	38¾	37¾	38¼	36¾	37¼	38¼	38¾	37¾
Milwaukee	40¾	39¾	37¾	38¾	37¾	38¼	36¾	37¼	38¼	38¾	37¾
Minneapolis	35¾	34¾	32¾	33¾	33¾	33¾	31¼	32¼	33½	33¾	33
Kansas City	38¾	37¾	36	36¾	35¾	35¾	34¾	35¾	36	36½	35½
St. Louis	40	38¾	36¾	37¾	37	31¼	35¾	36¾	37¾	37¾	37¾
Winnipeg	46¾	46¾	45½	46¾	46¾	....	44¾	45¾	46¾	46¾	46¾

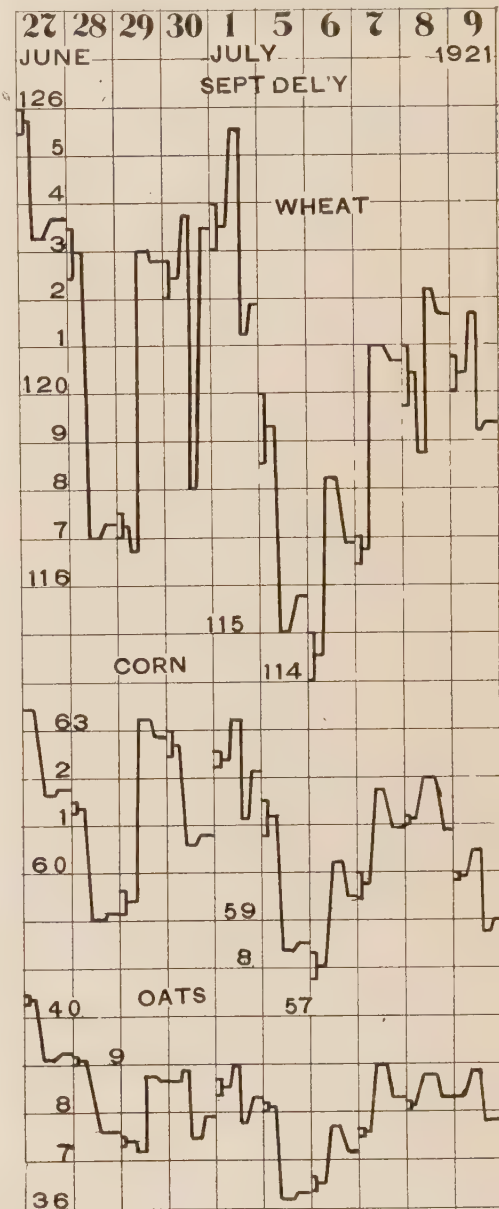
SEPTEMBER CORN.

	June 25.	June 27.	June 28.	June 29.	June 30.	July 1.	July 5.	July 6.	July 7.	July 8.	July 9.
Chicago	63¼	61¾	59¼	62¾	61¾	62½	58½	59½	61	60¾	49
Kansas City	58¾	57½	54½	56½	56½	56	51¾	53¼	54¾	54¼	51¾
St. Louis	61¾	60	57¾	60	58¾	59¾	56	56¾	58¾	58¼	56¾
Milwaukee	63¼	61¾	59¼	62¾	61¾	62	58½	59½	61	60¾	59

*October delivery.

Chicago Futures

Opening high, low and close on wheat, corn and oats for the September delivery at Chicago for 2 weeks past are given on the chart here-with.



Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

ILLINOIS.

Pana, Ill., July 6.—The Dunkel Elevator here today purchased what is believed to be the record yield of wheat for Christian County. The wheat was grown near Pana, averaged 22 bus. to the acre, tested 60 lbs. to the bushel and was sold for \$1.10 per bushel.

Chicago, Ill., July 1.—The first car of new wheat arrived at this market to-day. It was grown near Springfield, Ill., and was received by J. C. Shaffer & Co. It graded No. 2 mixed containing 83 per cent red and 17 per cent hard winter. It tested 58 lbs. to the bushel and 12.80 per cent moisture. The car sold at \$1.23½.

INDIANA.

Mulberry, Ind., July 1.—Farmers have sold about all the \$2.70 wheat. A few loads of this kind are still going in at about 96 cents. Plenty of the old corn still remains in the hands of the farmers. Not much oats left in this section.—M. A. S.

KENTUCKY.

Henderson, Ky.—The first new wheat of the season delivered in Henderson was bought by the Basket Grain Co. for \$1.22 a bushel.

MISSOURI.

Kansas City, Mo., June 29.—Wm. Craig, Blue Springs, Neb., writes the following to the W. S. Nicholson Grain Co.: Old corn reserves in the country are very large.

Kansas City, Mo., June 21.—The first car of new wheat sold on the floor of the Board of Trade this year was from Oklahoma, arriving on June 20. Forty years ago, the first car on this market arrived June 21, it having been consigned by J. A. T. Carpenter, then in business at Valley Center, Kan., to W. E. Croysdale, father of D. L. Croysdale. It is interesting to note that a difference of only one day exists between the date of the first arrival this year and in 1881, and that the initial car of the present crop comes from a section which was still part of the wild, wild west when Mr. Croysdale received that car from Valley Center four decades ago.

NEBRASKA.

Wyoming, Neb., June 30.—First new wheat coming in today.—C. C. West.

Huntsman, Neb., July 1.—Grain movement very slow; harvest will start in two weeks; plenty of help at \$2.50 and \$3 a day.—L. M. Sheldon, agt. Central Granaries Co.

Wyoming, Neb., June 30.—Wheat testing 61½; yield 15 bus.—C. C. West.

Sidney, Neb., July 7.—New wheat will be moving by July 18. As the crop was good the movement will be heavy.—The Nebraska-Colorado Grain Co.

NEW MEXICO.

Raton, N. M., June 25.—Will probably ship 50 cars from this station.—Walter O'Brien.

TEXAS.

San Benito, Tex., June 25.—New crop movement will commence about July 15th.—Tested Seed Co.

Amarillo, Tex., July 2.—Harvest is in full blast; considerable movement of new wheat.—Lester Stone, Lester Stone & Co.

Exports of Grain Weekly.

[From Atlantic and Gulf Ports, in Bus., 000 Omitted.]

	Wheat.		Corn.		Oats.	
	1921.	1920.	1921.	1920.	1921.	1920.
July 2...	5,586	6,851	1,848	56	1,084	26
July 9...	5,581	5,771	2,817	35	1,154	800
Total since July 1...	11,567	12,622	4,665	91	2,238	826

San Juan, Tex., July 5.—Our new corn will begin to move quite freely in about 10 days.—W. J. Buttschau, pres. Community Grain Co.

Sherman, Tex., July 5.—The movement of new crop grain at this point has been delayed by heavy rains. Farmers selling more freely than expected with prices ranging from 30c to 35c for oats, and wheat \$1.25 up to \$1.40.—Wm. L. Frank, chief grain inspector and weigh-master, Grain & Cotton Exchange.

Oats Movement in June.

Receipts and shipments of oats at the various markets during June compared with June, 1920, were as follows:

	Receipts		Shipments	
	1921.	1920.	1921.	1920.
Baltimore	81,050	120,500	40,000	.....
Chicago	9,908,000	4,674,000	6,394,000	4,309,000
Duluth	567,500	58,890	169,700	28,980
Ft. William..	2,418,906	517,944	7,719,302	1,397,681
Indianapolis ..	950,000	1,278,000	916,000	1,364,000
Kansas City...	425,000	289,000	100,000	183,000
Milwaukee	1,675,000	1,391,780	822,225	1,612,872
Omaha	730,000	432,000	900,000	832,000
Peoria	547,865	1,140,400	425,100	1,368,300
Philadelphia ..	245,179	332,128	.....	.....
St. Louis.....	2,356,000	1,744,000	1,888,890	1,692,900
St. Joseph.....	66,000	60,000	32,000	10,000
*San Francisco	459	659	.....	.....
Toledo	617,050	233,700	270,630	35,045
Winnipeg	3,926,000	.....	.....	.....

*Tons.

Rye Movement in June.

Receipts and shipments of rye at the various markets during June, compared with June, 1920, were as follows:

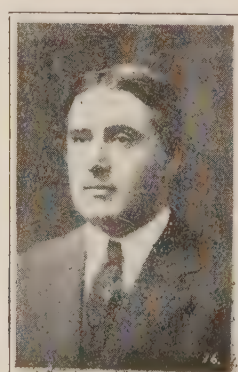
	Receipts		Shipments	
	1921.	1920.	1921.	1920.
Baltimore	859,640	2,745,105	1,223,098	2,633,200
Chicago	119,000	478,000	128,000	597,000
Duluth	689,675	1,639,605	775,649	1,944,791
Ft. William..	71,246	37,185	150,886	63,326
Indianapolis ..	14,000	49,000	15,400	35,000
Kansas City...	12,100	49,500	6,600	23,100
Milwaukee	233,500	308,265	249,980	296,240
Omaha	28,600	7,700	71,500	132,000
Peoria	24,000	158,200	5,600	172,800
Philadelphia ..	75,018	130,879	75,332	367,551
St. Louis.....	1,400	20,900	3,020	10,760
St. Joseph.....	6,000	14,400	2,635	76,725
Toledo	245,500	.....	.....	.....
Winnipeg .....	.....	.....	.....	.....

Barley Movement in June.

Receipts and shipments of barley at the various markets during June compared with June, 1920, were as follows:

	Receipts		Shipments	
	1921.	1920.	1921.	1920.
Baltimore	26,579	.....	300,000	.....
Chicago	560,000	869,000	270,000	439,000
Duluth	444,112	.....	.....	.....
Ft. William..	567,768	91,568	1,111,095	189,741
Kansas City...	154,500	177,000	68,900	107,900
Milwaukee	982,620	668,975	184,590	203,320
Omaha	99,000	64,800	28,800	30,600
Peoria	36,400	72,800	35,000	60,200
Philadelphia ..	.....	12,829	.....	.....
St. Louis.....	60,800	36,800	26,660	1,260
St. Joseph.....	28,000	.....	5,250	.....
San Francisco.	3,288	4,347	.....	.....
Toledo	2,400	6,000	.....	.....

FROZEN WHEAT and sprouted wheat placed in store give off more heat and carbon dioxide gas than normal wheat is the finding of the division of agricultural biochemistry of the Minnesota Agricultural Exp. Sta.



C. D. Jennings, Pres. Elect Board of Trade, Hutchinson, Kan.

Wheat Movement in June.

Receipts of shipments of wheat at the various markets during June compared with June, 1920, were as follows:

	Receipts		Shipments	
	1921.	1920.	1921.	1920.
Baltimore	1,997,094	3,067,200	1,989,048	2,233,100
Chicago	2,511,000	1,509,000	2,208,000	4,073,000
Duluth	3,004,802	2,787,106	2,496,631	3,113,864
Ft. William..	3,550,205	2,185,156	7,660,595	3,171,883
Indianapolis ..	191,000	176,800	110,500	76,700
Kansas City...	7,365,300	4,430,700	5,665,950	4,160,700
Milwaukee	666,900	225,450	521,252	484,250
Omaha	1,521,600	1,585,200	1,544,400	1,755,600
Peoria	54,050	115,600	48,000	157,800
Philadelphia ..	2,551,856	1,951,609	1,824,959	1,741,392
St. Louis.....	2,982,164	2,497,200	2,439,060	1,872,020
St. Joseph.....	631,500	507,000	468,000	.....
*San Francisco	4,113	2,432	.....	.....
Toledo	253,400	155,400	135,915	216,375
†Wichita	347	.....	.....	.....
Winnipeg	6,096,250	.....	.....	.....

*Tons.
†Cars.

Corn Movement in June.

Receipts and shipments of corn at the various markets during June compared with June, 1920, were as follows:

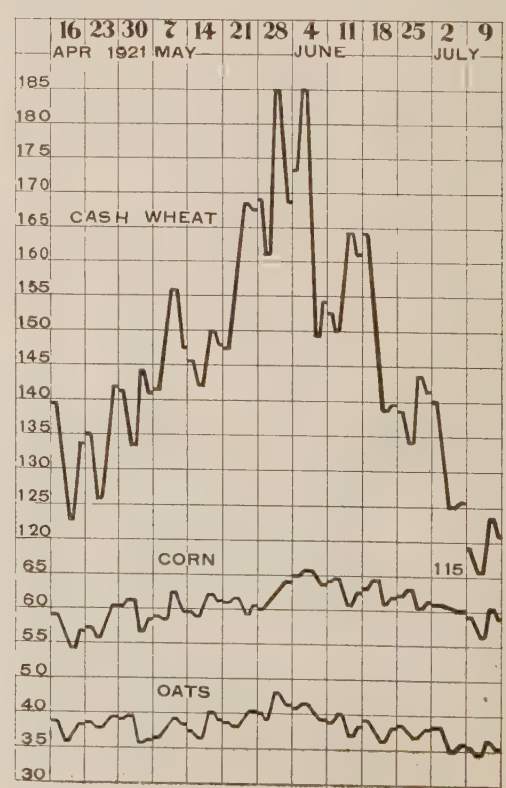
	Receipts		Shipments	
	1921.	1920.	1921.	1920.
Baltimore	1,951,970	226,400	1,182,206	65,067
Chicago	21,322,000	8,564,000	11,810,000	2,478,000
Duluth	568,540	.....	404,834	.....
Ft. William..	4,085	.....	74,994	.....
Indianapolis ..	1,484,000	2,880,400	988,400	1,881,600
Kansas City...	1,847,250	1,422,500	1,261,500	583,753
Milwaukee	3,047,775	2,400,150	2,075,416	715,080
Omaha	1,733,200	2,013,200	3,324,400	2,560,000
Peoria	965,770	2,348,050	452,800	1,002,150
Philadelphia ..	2,055,508	495,457	1,314,686	.....
St. Louis.....	1,117,500	3,407,300	1,791,240	1,635,745
St. Joseph.....	966,000	900,000	573,000	601,500
*San Francisco	702	897	.....	.....
Toledo	378,750	310,000	286,250	102,440

*Tons.

CHINESE winter wheat is suffering from lack of rain. Cultivation of other Chinese crops has been held back by the extreme dry weather.

Cash Wheat, Corn and Oats Fluctuations from March 28 to July 9.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.



Future Delivery Transactions Held Valid.

The U. S. Circuit Court of Appeals on June 13, 1921, denied a rehearing of its decision in favor of Silvan Newburger & Co., members of the New York Cotton Exchange, in the suit brot to recover a balance due on purchases and sales of cotton for future delivery for Gettys & Prescott, dealers in cotton at Frederick, Okla., whose defense was that the contracts were wagering contracts.

The lower court instructed the jury that there was no evidence to show that delivery of the cotton was not in fact intended. In sustaining this instruction on appeal Judge Sanborn of the Circuit Court said:

Counsel for the defendants contend that there was substantial evidence at the trial that the contracts which were made in November and December, 1916, to buy and sell cotton to be delivered in March, 1917, were wagering contracts, that the parties to them intended to settle them by the payment of the differences between the contract price and the market price, and not to deliver any cotton thereunder, and that the instructions of the court that there was no controversy as to the regularity or good faith of the transactions in which these contracts are involved, and no evidence that delivery of the cotton was not in fact intended, was error.

But the contracts of purchase and sale complied with the provisions of the Cotton Futures Act, which was enacted to provide and define a way whereby valid and enforceable contracts to buy and sell cotton to be delivered in the future could be made with confidence and security. It is a general rule of law that contracts for the purchase or sale of cotton or grain and other personal property upon the great public exchanges of the country to be delivered in the future in accordance with the by-laws, rules and settled usages of such exchanges, or in private between man and man, are lawful and valid, and the burden is upon him who assails them to establish their invalidity by proof sufficient to overcome the legal presumption of their validity, and of the lawful action and intent of the parties who made and acted under them, which always arises from and accompanies them. *Irwin v. Williar*, 110 U. S. 499, 507, 510, 4 Sup. Ct. 160, 28 L. Ed. 225; *Bibb v. Allen*, 149 U. S. 481, 482, 492, 13 Sup. Ct. 950, 37 L. Ed. 819; *Clews v. Jamieson*, 182 U. S. 461, 489, 490, 491, 21 Sup. Ct. 845, 45 L. Ed. 1183; *Ponder v. Jerome Hill Cotton Co.*, 100 Fed. (8th C. C. A.) 373, 376, 40 C. C. A. 416; *Cleage v. Laidley*, 149 Fed. (8th C. C. A.) 346, 352, 79 C. C. A. 284; *Wilhite v. Houston*, 200 Fed. (8th C. C. A.) 390, 392, 118 C. C. A. 542.

Such contracts may indeed be the cover for illegal wagers, and for that reason may be against public policy and void. What, then, is the vice which renders such presumptively lawful contracts against public policy and void? And what evidence is competent and material to prove that vice? Some conflict, uncertainty, and confusion may be found in the discussions and opinions of the many courts that have considered what the proper answers are to these questions. As, however, the Supreme Court has answered them and as its opinions are controlling authority in this court, let us endeavor to discover the answers to them which that court, and the courts which have followed it, have given before we undertake to determine whether or not there was substantial evidence in this case that the contracts and transactions involved in this case were illegal wagers.

A careful reading, comparison, and study of the pertinent opinions of the Supreme Court leads to the conclusions that: It is only when under the guise of a legal contract for the purchase or sale of goods to be delivered at a future time such as those here in evidence, parties to it really intend, when the contract is made, that its obligations shall be discharged by the payment by one party to the other of the difference between the contract price and the market price of the goods at the date fixed in the contract for performing it that the transaction becomes a wager and unlawful, and that it is only when a broker employed to make the contract participates in or is aware of such an intention of both parties thereto that his account for advances or commissions becomes unenforceable. *Irwin v. Williar*, 110 U. S. 499, 507, 510, 4 Sup. Ct. 160, 28 L. Ed. 225; *Embrey v. Jemison*, 131 U. S. 336, 338, 344, 9 Sup. Ct. 776, 33 L. Ed. 172; *Clews v. Jamieson*, 182 U. S. 461, 489, 21 Sup. Ct. 845, 45 L. Ed. 1183; *Board of Trade v. Christie Grain Co.*, 198 U. S. 249, 25 Sup. Ct. 637, 49 L. Ed. 1031; *Ponder v. Jerome Hill Cotton Co.*, 100 Fed. (8th C. C. A.) 373, 376, 40 C. C. A. 416; *Cleage v. Laidley*, 149 Fed. (8th C. C. A.) 346, 351, 79 C. C. A. 284. In *Irwin v. Williar*, the definition of the vice which might avoid an otherwise valid contract of purchase or sale for future delivery which the Supreme Court accepted as a correct statement of the law on this point read:

"If, however, at the time of entering into a contract for a sale of personal property for fu-

ture delivery it be contemplated by both parties that at the time fixed for delivery the purchaser shall merely receive or pay the difference between the contract and the market price, the transaction is a wager, and nothing more." 110 U. S. 508, 4 Sup. Ct. 165, 28 L. Ed. 225.

And to this definition of the vice which renders such a contract a wagering one, that court has since adhered. It has been often correctly said in the discussion of this question by courts and counsel, that if the parties, at the time the contract is made, have the intention: First, to discharge their obligations under the contract by the payment of the difference between the contract price and the market price at the time fixed in the contract for its performance; and, second, if they also have the intention not to deliver, receive, or pay for the commodity at the time fixed for its delivery in the agreement—the contract is a wager and illegal. But the only intention indispensable to the existence of the wager is the first one. If that intention exists at the time the contract is made it is a wagering contract whether the second intention exists or not, because there is no way consistent with the laws and the public policy against wagers that the first intention can exist at the time the contract is made without a violation of the laws and public policy against wagers.

Set-offs.—On the other hand, there are lawful customary and generally prevailing methods of closing out such contracts, settling them and discharging the obligations of the parties thereunder which do not render such contracts wagering contracts or illegal, to wit: (1) By sales; (2) by direct set-offs; and (3) by ringing off before the times of delivery specified in the contracts arrive, so that when those times come no liability to deliver or to pay will exist, and if the parties, when they make such a contract intend not to deliver or to pay for the commodity at the time fixed in the contract therefore because they intend to close out the contract and to settle their obligations thereunder by the use of these lawful methods before the time fixed for the delivery arrives, that intention not to pay or deliver is consistent with the laws and the public policy regarding wagers and it does not make or tend to prove such a contract a wagering contract, illegal or void. *Board of Trade v. Christie Grain & Stock Co.*, 198 U. S. 238, 247, 248, 250, 25 Sup. Ct. 637, 49 L. Ed. 1031; *Cleage v. Laidley*, 149 Fed. (8th C. C. A.) 346, 351, 352, 353, 79 C. C. A. 284; *Ponder v. Jerome Hill Cotton Co.*, 100 Fed. (8th C. C. A.) 373, 376, 40 C. C. A. 416. In *Board of Trade v. Christie Grain Co.* the defense was that the board kept places wherein it permitted the pretended buying and selling of grain, etc., without the intention of receiving and paying for the property so sold. There was proof that in not less than three-fourths of the transactions in the grain pit of the Chicago Board there was no physical handing over of any grain but that there was a settlement, either by the direct method of set-off or by ringing up. Direct set-offs, ringing up or ringing off and hedging were fully described in the opinion of the Supreme Court in that case, 198 U. S. 247, 248, 249, 25 Sup. Ct. 639, 49 L. Ed. 1038, and held to be legal methods of settling contracts for the delivery of grain or other personal property before the times fixed in the contracts for their delivery arrived, so that no actual delivery would be required or made or paid for, and the court held that the defense pleaded was not sustained by the evidence, and said:

"The fact that contracts are satisfied in this way by set-offs and the payment of differences detracts in no degree from the good faith of the parties, and if the parties know when they make such contracts that they are very likely to have a chance to satisfy them in that way, and intend to make use of it, that fact is perfectly consistent with a serious business purpose, and an intent that the contract shall mean what it says. * * * Purchases made with the understanding that the contract will be settled by paying the difference between the contract and the market price at a certain time (*Embrey v. Jemison*, 131 U. S. 336; *Weare v. People*, 209 Ill. 528), stand on different ground from purchases made merely with the expectation that they will be satisfied by set-off."

In *Cleage v. Laidley*, 149 Fed. (8th C. C. A.) 346, 350, 79 C. C. A. 284, the defendant bought, through his brokers, 14,000,000 bus. of wheat under and in accordance with the rules of the Chicago Board of Trade and sold nearly as much, so that more than 98 per cent of his contracts were settled by set-offs and ringing off, without any actual delivery of grain; but this court held that his intention to close out and settle his contracts in that way, and to deliver, receive, and pay for no grain thereunder because they were settled in that way did not render his agreement wagering, nor relieve him from liability to his brokers for moneys advanced by them in these transactions on his orders. So it is that the answer to the first question under discussion is:

The vice which renders contracts of purchase or sale of cotton, grain, or other personal property to be delivered in the future, which are valid on their faces, wagering contracts and

illegal, is the intention of both parties, when they are made, that they shall be settled and the obligations under them discharged by the payment of the differences between the contract and the market prices of the property at the respective times fixed in the contracts for their delivery. There are lawful methods, to wit: By set-off and ringing off, and the payment of the differences, of closing out such contracts and discharging the liabilities of the parties thereunder before the times for deliveries of the property fixed therein arrive, so that no liability to deliver or receive or pay will exist at the fixed times for delivery. Where such contracts are closed out before such times of delivery, the legal presumption is, in the absence of substantial evidence to the contrary, that at the time the parties made the contracts they intended to close them out by these legal methods, and not by the illegal method of paying the difference between the contract prices and the market prices at the times of delivery, so that there would be no liability to deliver and no delivery of the property at such times for deliveries, and this intention is a lawful intention which does not detract from the good faith of the parties or the validity of the contracts.—274 Fed. Rep. 209.

THE PRESENT CRAZE for co-operative effort in merchandising farm products and feeding-stuffs, will in due time fall of its own accord, largely because untried theories cannot replace self evident facts in the business world. Competition is and always will be the life of trade.—Prof. Frederick C. Minkler, director, American Feed Manufacturers Ass'n.

Scale Testing in the Southwest.

Conferences have been held between com'ites representing the Kansas Grain Dealers Ass'n and the Grain Dealers Ass'n of Oklahoma with representatives of railroad scale and weighing departments at which the following roads indicated a willingness to resume making inspections: Rock Island, Missouri Pacific, M., K. & T.; St. L. & S. F. and Santa Fe.

Sec'y C. F. Prouty reports to members that "We have asked and insisted that the railroad scale departments apply at time of testing any repairs, alterations, etc., including heavy repairs necessary to put the scales in first-class weighing condition. A considerable majority of the roads are not willing to apply heavy repairs but are willing only to make light repairs and adjustments, leaving the overhauling involving heavy repairs to the industries, and their outfits in such cases returned to make final inspection."

Condemns Farmer Agitators.

Everett C. Brown, Chicago, in an address before the convention of the National Livestock Exchange at Cleveland, O., on June 16 said:

The hired leaders of many organizations have sallied forth under a banner of altruism, proclaiming to the producers of this country that the solution of the reverses attendant upon poor market prices paid for their live stock [and other farm products] can only be brought about by legislation, state and national, regulating our business, and by the marketing of live stock through what are misnamed co-operative sales agencies.

I cannot refrain from denouncing such activities. The movement, instead of being altruistic smacks largely of exploitation. A program of the kind advocated by these men is bound to fail, for one reason at least—and there are many others—and that is that the plan is restrictive of freedom of action.

These professional agitators resemble in many ways the walking delegate in the labor unions, and I believe in the not far distant future they will be eliminated by the conservative element among the producers as the walking delegate must be eliminated if union labor is finally to succeed.

The commission man and exchanges, continued Mr. Brown, "will be just as necessary in the years to come as they have been in the past," adding, however that "they must buckle on their armor and fight for what is right, and right will win, as it always has."

The Cincinnati Conference

At the call of the Grain Dealers' National Ass'n, delegates from some 65 trade and business associations assembled at the Sinton Hotel, Cincinnati, on June 27th, to take some action looking toward the organization of a permanent committee to checkmate the misrepresentation of the services performed by the middlemen and to prevent, if possible, the enactment of any more class legislation.

Close attention was given to the proceedings and every one in attendance expressed a dead-in-earnest determination to inaugurate some move which should get the truth to the farmers and to members of congress.

B. E. Clement, Waco, Tex., President of the Grain Dealers' National Ass'n, acted as Chairman, and in opening the conference he presented the following convictions on existing conditions:

Drifting to Socialism.

The economic vagaries that threaten either disruption or the utter destruction of the established order of business find their basis not in any weakness or venality of our present system but in false and unfounded charges by either ignorant and misguided or designing and mendacious individuals who, feeling or seeing the dreadful pressure of depression, are either seeking, in a blind fashion, a solution for its baneful effects, or endeavoring wholly for selfish purposes to tear down the old and well established order and build up a new one which has for its basis the damnable doctrines of socialism.

These malcontents, not satisfied with appeals to the prejudice of their fellow citizens, which they arouse by the most specious arguments and gross misrepresentation, also lay their hands upon our government and by the same methods make it responsive to their wish or will.

The expediencies of the hour having more influence with the politician than the principles of the ages; the demands of a class making a more effective appeal to their fancies or their fears than the constitution does to their patriotism constrains them to yield and yielding they seek through the contrivances of legislative enactment to placate the agitator. To meet his demands each day witnesses some new departure from the fundamental principles that underlie and support this government. If the desertion of those principles merely meant inconvenience to one or even more channels of trade, one or even more classes of citizens we could, and doubtless would, make up our minds to endure, if we could not approve, it. But we are not confronted with the single necessity of yielding up our individual preferences, subordinating our interests to what might be thought, however erroneously, for the common good.

We are confronted on the one hand, and we cannot longer conceal it from ourselves or deny it to others, with an organized and definite effort to communise the agricultural classes of America. The leaders are endeavoring, through a system of agreements, which utterly destroy the independence of action of American producers, to build up a trust whose control not only over the property of the producers but over the lives and fortunes of all classes of our citizens would be so dangerous, so radical, so autocratic, so un-American as to be utterly unthinkable.

On the other hand we observe this organization of producers sitting at the Council Table of this nation pouring into the ears of willing listeners the story of their misfortunes not for the purpose of securing constructive legislation of a kind that may be practical or in line with the proper functions of government, but for the sole purpose of securing repressive legislation, the terms of which will cripple or destroy the present competitive system and set up in its stead the thralldom of state socialism.

The legislative chains are now in the process of forging. The constitution which is the charter of federal government, which defines and limits its authority, exercises no longer any restraining power over those sworn to preserve, protect and defend it. The undertaking of the federal authority through the enactments of Congress and the constant accretions of power constrains us almost to the conclusion that instead of registering an oath to preserve, protect and defend the constitution those who accept office these days must surely subscribe to an oath to subvert, circumvent and offend it at every opportunity.

We have fallen into strange times indeed when there sits in the two houses of Congress a majority who stand ready at every call of expediency to constitutionalize their legislation

through the taxing power. Bill after bill extending the power and authority of the national government, creating administrative forces, authorizing regulatory and repressive control of business is introduced and passed by Congress in utter disregard of the limitations of the constitution and so made that judicial review sustains them only because some tax that is levied by the terms thereof notwithstanding the tax itself is not designed for the support of government but for repressive purposes only.

The Constitution is the Palladium of our liberties. Its provisions if adhered to will protect us against the tyranny of majorities or the evil influence of active and aggressive minorities. It is the fashion now for those who seek some especial advantage to go to Congress with their demands. The legislative steam roller is immediately gotten under way and those who would raise the constitutional flag to warn of danger or to avert the catastrophe are run down. First the laboring classes have their inning; then the producing classes make their advent at Washington. And here let me say I do not blame Congress for being solicitous about the producing masses of this country. I blame them only for subverting the constitution and enacting legislation that grants to them special favors; that authorizes them to organize an institution which, if they could complete it according to their vision and purpose, would be a gigantic trust whose power would be so great, whose influence so far-reaching that it could control everything and be subordinate to nothing.

If the grain dealers or business interests of the country should undertake such a scheme with reference to farm products or any other of the products of mines or manufacturers they would put us in jail. If we should go to Congress and ask it to compel some farm organization to admit us to membership on terms different from those they had already prescribed for accepting members of their own class they would wisely tell us they would exercise no such power. At the direction of the producing class they have however written into the bill designed to control the grain exchanges of the country just such a requirement on behalf of the cooperative concerns.

The Department of Agriculture, created primarily for the purpose of gathering agricultural statistics, promoting scientific demonstration and education work among the producers of the nation is now being at its own request and at the behest of the producing classes vested with authority and wide discretionary power over the business interests of the nation. If evils have crept into our commercial structure anywhere those interested or affected are not content to secure the passage of laws the amenability to which will restrain or the penalties of which will compel a discontinuance of any practice inimical to the national good. Instead they urge with the approval, and upon the insistence, of the Department itself that it be empowered to rule over first one and then another of the business interests of this nation. We have the choice therefore of tamely submitting while class interests, the politicians and bureaucrats build up a bureaucratic despotism to rule over us, or devising some way to make effective our opposition to a bureaucratic regime that would destroy initiative, and shackle the commercial genius of America.

The Cooperative movement by and of itself would offer no threat, that we need fear, to the business interests of the nation for as has wisely been said if cooperative concerns can excel individual enterprise in the great work of distribution they are entitled to the field. But this is not the question with which we are confronted. Their leaders aided and abetted by the forces of government are endeavoring to make both the producers and consumers believe that the middleman is the enemy of both. It is utterly unfair and unjust to us.

Our government through the Department of Agriculture and the Bureau of Markets is officiating as a wet nurse to the cooperative movement, disparaging and endeavoring to discredit and break down by its activities and interference the great competitive system of distribution of farm products.

While the Department of Agriculture is encouraging and assisting the organization of state and national cooperative agencies assisting in securing repressive legislation and seeking power to control and direct the agencies of competitive institutions, the Bureau of Markets, a subdivision of the Department, is lined up with state departments of agriculture and state boards of agriculture whose joint employment of county agents gives the Bureau control and influence over an organization whose representatives, paid by taxation gathered from all the citizens of this country, are supposed to render scientific and educational service to the producers of the agricultural counties of all the states of this union, but who in fact have practically abandoned such service and are now engaged in the actual work of distribution, using the franking privilege to carry on such correspondence as they find it necessary to

carry on in their work of distributing farm products.

It cannot be expected that this threat on the part of our government against private enterprise will be confined to the great business of grain distribution. When it is put thoroughly under control of bureaucratic authority, that authority will seek and find reasons for extending and broadening its powers and the sphere of its domination and other classes will rise up to demand it. Thus will America be socialized. The threat and the menace are here. It is not too late to stem the tide that would engulf us. We must make effective our opposition to departures on the part of our government from its time honored principles. It must be constrained to an exercise of its constitutional prerogatives only. We must point out to the great mass of patriotic and liberty-loving Americans the dangers that threaten them. We must convince the producer and consumer that we are the enemy of neither, but the servant of both. Our interests are not established or maintained by injustice to the producer by giving him a low price or injustice to consumer by charging him a high price. Competition is so keen that the charges for our services are reduced to the minimum, any large profits being acquired either by fortunate market fluctuations after purchase of grain, or by a large volume of business.

If we could only convince the government, the producers and consumers of the facts as we know them we should be able to thwart the purposes of those who would destroy us. Only two forces stand in our way. The bureaucratic greed for office and official power and the agitator who seeks to revolutionize and destroy. By invoking the constitution we can restrain the one, and by giving the facts to the great American public we can unhorse the other.

A. E. Reynolds, Crawfordsville, Ind., Chairman of the Legislative Committee of the National Ass'n, presented a lugubrious view of the country's food supply, all of which he declared was a bundle of lies from start to finish. He presented a large bundle of bills recently introduced in congress by the socialistic agitators, which, if enacted into law, would strangle business.

P. E. Goodrich, Winchester, Ind., insisted that talk was all right, but the time for action had arrived and the grain trade must pull together or the nation would soon be in the hands of a gigantic food trust.

R. I. Mansfield, Chicago, told how the farmers of Illinois had been enlightened on the agitators' plans for destroying the grain markets of Illinois through the passage of the Lantz bills and what was necessary to do in order to acquaint the farmers with the facts and arouse them to action. He recommended the organization of a "fighting committee" and immediate action.

John G. McHugh, Secretary of the Chamber of Commerce of Minneapolis, Minn., told of the misrepresentation and iniquitous laws which the Chamber of Commerce had been fighting and would continue to fight.

P. E. Goodrich moved that a committee on organization be appointed, with R. I. Mansfield as chairman, to report on the reconvening of the conference after luncheon.

AFTERNOON SESSION.

Upon calling the afternoon session to order Chairman Clement asked F. L. Young of Lansing, Mich., to address the delegates. In the course of his address he warned the delegates that the shippers of the land had made no effort to inform their representatives in congress of the iniquitous character of the wild legislation proposed by the active agitators. "By our silence we have endorsed the propaganda of those working against us. It should be possible for us to do something to help the country shippers, whom the farm bureaus and the agitators back of them are striving to put out of business. The farmers seem to overlook the fact that the agitators employ 5, 6 or 7 different men in charge of the different departments of their work—and none of these men are men of experience, while the individual shipper has been able to market the farm crops with the employment of 1 or 2. The producers seem to overlook the fact that the shippers devote their life to marketing farm crops and assume all the risks of ownership as soon as the farmers deliver the products."

N. L. Moffit, President of the Merchants Exchange, St. Louis: At the opening of our Missouri legislature a bill was introduced to forbid trading in grain for future delivery, but this was killed in committee, and finally the agitators succeeded in having passed a bill giving the cooperative companies the right of membership in the grain exchanges of Missouri, without complying with our rule forbidding the rebating of commissions. As soon as any cooperative company applies for membership and attempts to rebate commissions, the law will be tried out in the courts. Every business man of good character is welcome to membership in our organization, but we shall expect him to abide by our rules just as members always have been required to do.

S. A. Whitehead, St. Louis: The Purchasing Committee of the Illinois farmers, after giving an extensive trial to the pooling of their buying power, abandoned the effort. The present agitation emanates from the promoters, the shysters and the tenants—the irresponsibles who have nothing to lose but everything to gain. The farmer would be much worse off in their hands than he ever was in the hands of the greediest country shippers known to the trade. It is time the grain and allied trades start a counter agitation and give it strong moral and financial support.

Roy L. Davidson of the National Wholesale Grocers' Ass'n: We are deeply interested in any move to educate farmers and consumers to the problems and difficulties of the middleman. All merchants, producers and consumers would be much better off if they had a clearer understanding of the difficulties of their brother merchants. Then they would be more tolerant of one another and we would have fewer demands for class legislation.

F. G. Horner, President, Illinois Grain Dealers' Ass'n, Lawrenceville, Ill.: I believe we are all agreed that the time has arrived for vigorous action. Business cannot be run by the socialists. If attempted, it would result in a cataclysm. The world's unrest which has kept Europe in a constant turmoil since the close of the war has expressed itself in the United States through different movements designed to destroy or revolutionize existing conditions. The only way to checkmate these leaders to disaster is with counter propaganda. The farmers must be enlightened as to the real purpose of the agitators who are striving to mislead them.

L. W. Forbell, New York City, presented the following recommendations of the committee, which were quickly adopted:

Your Committee begs leave to report as follows:

We recommend the formation of a Central Organization, with headquarters at Chicago, to handle the emergency work. That the whole movement be sponsored and undertaken by the Grain Dealers' National Association, supported by other allied interests, as follows:

The United States Chamber of Commerce, also the Chambers of Commerce of all States, the Millers National Federation and the Flour Associations, the National Feed Dealers' Association, the National Hay Association, the National Seed Men's Association, the National Cotton Growers' Association, the Potato Growers' Association, the Wholesale Produce Association, the Wholesale Lumber and Coal Association, the Wholesale Distributors, such as Wholesale Grocers' Association, all country elevators, all State Grain Dealers' Associations, all Grain Exchanges, all Country Banks, also all Exporters on both the Atlantic and Pacific Coasts.

That to meet the present situation, this meeting appoint a temporary Executive Committee of five with power to act, which Committee shall at once take steps to meet the pressing emergency now confronting the business world.

That a general Committee, not limited in number, and representing the Grain and all allied interests, be appointed by the temporary Executive Committee to further take up the work contemplated by this meeting. That this General Committee shall organize immediately and shall then elect an Executive Committee which shall assume active direction of the work, superseding the Temporary Executive Committee mentioned above. Also that a Finance Committee shall be appointed by the Temporary Executive Committee to secure

pledges for funds with which the work shall be prosecuted, and we further recommend that the amount to be raised shall be at a minimum of \$250,000.

That the General Committee shall undertake at once the organization of Counties in all states to which our movement extends.

We recommend that the report of this Committee be adopted by Roll Call, of the delegates to this meeting.

In submitting the above report, the shortness of time at the Committee's disposal prevents its being more complete, but outlines to the meeting its ideas relative to the launching of a movement intended to be wide in its scope, for the education of the producing, consuming and the entire business interests of the country, in order to prevent legislation inimical to our general business interests and suggests immediate adoption of this temporary plan.

Respectfully submitted,

R. I. Mansfield, Chairman;
A. E. Reynolds,
John J. McHugh,
Joe E. Lawther,
L. W. Forbell,
F. L. Young.

Another committee was then appointed, to draft a resolution expressing the reason and the purpose of the organization. This consisted of F. G. Horner, Lawrenceville, Ill.; E. C. Eikenberry, Camden, O.; R. I. Mansfield, Chicago, Ill.; John G. McHugh, Minneapolis, Minn., and H. O. Barnhouse, Toledo, Ohio.

While the committee was out F. W. Boyle of the Federated Marketing Service of Indianapolis, attempted to defend the work of the Committee of Seventeen wise men and suggested that the representatives of the grain trade sell their proposition to the promoters of the U. S. Grain Growers, Inc., so that all could pull together.

R. I. Mansfield, secretary of the committee to draft resolutions, presented the following resolution, which was adopted:

WHEREAS, the Grain Trade and general business interests are directly menaced by adverse legislation—both State and National, arising on demand of organized special interests, and

Whereas, we hold all Class Legislation to be vicious, indefensible and inimical to the general welfare, and

Whereas, we deplore the attempt of special interests by Class Legislation to break down the present competitive, individualistic business principle and the substitution therefore of bureaucratic control, and

Whereas, this menace of adverse legislation is the result of widespread dissemination of misinformation and false economic theories, and

Whereas, it is the duty of every loyal citizen to oppose movements which are destructive of the best interests of this country, therefore be it

Resolved, that the representatives of the organizations here assembled pledge themselves to a campaign of education for the correction of the erroneous impressions which are widely prevalent and which have resulted from the spread of these false doctrines and that we pledge ourselves to organized opposition to all class legislation—both State and National.

Upon motion made by J. E. Collins of Cincinnati, R. I. Mansfield, Chicago, was made chairman of the permanent committee and given power to select four additional workers to help him in presenting the advantages of the existing methods of marketing farm products. Mr. Mansfield announced as his associates on the committee B. F. Hargis, Kansas City; John G. McHugh, Minneapolis; L. W. Forbell, New York City, and Joe E. Lawther, Dallas, Tex.

The meeting adjourned with all delegates feeling that a good start had been made for enlightening farmers, consumers and congress as to the true purport of the aims and ambitions of the agitators now working the farmer.

Coming Conventions.

July 22, 23. The Northwestern Grain Dealers Ass'n at Helena, Mont.

Aug. 18, 19. New York State Hay & Grain Dealers' Ass'n at Syracuse, N. Y.

Aug. 23, 24. National Hay Ass'n at Chicago, Ill.

Aug. 26. The Michigan Hay & Grain Ass'n at Detroit, Mich.

Oct. 3, 4, 5. Grain Dealers National Ass'n at Chicago, Ill.

Grain Door Claim No Offset to Freight Charge.

A claim for \$306.76 for sideboards furnished was put in by the Cascade Contract Co. against a freight bill of the Ore.-Wash. R. R. & Nav. Co., for which the railroad company had brot suit. This claim was disallowed by the Supreme Court of Oregon, May 17, 1921, in a decision holding that defendant's charges for lumber furnished for sideboards did not constitute a proper counterclaim, because it was not specified in the schedule of rates which the plaintiff had filed. In this the circuit court was correct, and is well supported by authorities on the ground that it would open the door to an evasion of the statutes against preferences or variations from the published rates. It would be easy to evade the statute by making an exorbitant charge for such services rendered by the shipper as a counterclaim against the tariff rates for freight, and it would be difficult of detection; hence the strict rule announced by the authorities to the effect that such arrangements cannot be countenanced.

The principle is, not that the company may not provide for allowing a shipper certain charges for fitting its cars, but that the arrangements must be specified in the tariff under which the shipment moves, so that the same privilege of repairing cars or equipping them by the shipper is allowed to all shippers on the same terms. No such provision appears in the tariff in force at the time the shipment moved; hence the charge cannot be allowed in this instance.—197 Pac. Rep. 1085.

Therefore, the only way to recover for grain doors is as stated in "Asked-Answered" elsewhere in this number of the Journal.

Wisconsin to Have Its Own Federal Trade Commission.

The marketing bill which passed both houses of the Wisconsin Legislature recently provides for a Department of Markets to have powers as broad as those invested in the Federal Trade Commission. The bill was backed by the farmer element of the state.

Under the provisions of the bill the new department may investigate business, order changes in operation and has the power to close any business. By business is meant any enterprise within the state with the exception of banks and public utilities.

The department may also secure and distribute information relative to prices, profits and costs involved in the distribution of any product and the department head is vested with an arbitrary power to permit him to get the desired information. Then, too, any method of distribution it finds or believes wasteful may, after a hearing, be ordered discontinued.

Any copy or document in any business may be copied by an official representative of the new department.

One of the most radical sections of the bill provides that the department may make its own rules of procedure and practice. It may also give assistance in the organization and reorganization of co-operative enterprises, public markets, etc.

Failure to comply with any of the orders of the department is punishable by fines ranging up to \$5,000 and also for imprisonment in some instances.

Thanks to the activities of the Milwaukee Ass'n of Commerce and other interested commercial organizations, an amendment was attached to the bill whereby any person or firm may appeal to the courts from the rulings of the department. Pending the outcome of the appeal the Department of Markets may not interfere with the business of the appellant.

THE REPORT that France will remove the prohibition against the importation of wheat, spelt and maslin has been reaffirmed by Commercial Attache W. C. Huntington at Paris.

Status of Feed Manufacturing

From Address by R. W. Chapin, Pres., before American Feed Manufacturers' Ass'n.

I am going to endeavor to analyze some of the numerous causes that have brought about the present depression in our business, and nearly all other lines, and see if we can discover something we should do to help bring conditions back to normal.

No one of us has ever been thru such a trying period as we had beginning about Sept. 1, and marked the greatest slump in commodity prices ever known in history. No one can run a manufacturing plant with prices declining every day and not suffer losses, which I believe most of us have endured.

Along with this terrific decline in prices came an unheard of manifestation of bad faith on the part of traders generally, and especially retailers. Never before were there so many cold blooded cancellations made on any kind of a trivial pretext or no pretext at all. At a low estimate over 100,000 tons of mixed feeds were canceled, causing losses running up into millions. Many retailers went bankrupt, and others were badly crippled. This same condition is found in other lines. The conservative business man who had anticipated some such calamity, while he could not stop his losses in the face of so many broken contracts, at least had a reserve of capital to fall back upon. Those who did not are in very serious condition.

Since Sept. 1 it is estimated that the feed industry has not been running even 50% of normal capacity. The same is true of allied lines of business. It doesn't mean that the mixed feed industry alone is suffering from a lack of popularity, but simply that animal feeding operations have been greatly curtailed, and the feeding of balanced rations has been almost suspended. The farmer having lost all interest in economical feeding is not buying even one-half his usual amount of concentrates.

Probably the greater part of our cottonseed meal has gone back on the farm as fertilizer without being fed. This, of course, means a terrible loss to the community, but the great glut of grain made many farmers helpless in their feeding plans.

Prices would never have reached such a high point if it had not been for a tremendous hoarding of grain for higher prices. In some places in Iowa farmers still have their 1918 and 1919 corn crops on hand. Today in Illinois there are farm houses where their parlors are stored with corn. There are towns where corn is piled like coal in the open beside the railroad tracks. The high prices of grain tempted farmers to sell their breeding stock and hold their grain. To put it another way, farmers who buy grain from their neighbors refused to pay the high prices asked and had to sell their cattle and hogs because they could see no saving or profit in feeding operations. It has now been demonstrated that grain without animals to eat it is almost valueless. A certain amount can be sold to other countries, but the greater part of our coarse grains has always been consumed at home, and in the long run this is the most profitable thing for the farmer to do. The fact remains that the hoarding of grain for higher prices, which is largely inspired by farmer agitators preaching to a willing audience, had the effect of creating a tremendous demand for substitute by-products of all kinds. The pendulum swung too far one way and naturally swung too far the other way.

During the last six months the production of by-products has been greatly curtailed due to the dullness in the business of selling main products like sugar, starch, flour and vegetable oils. The only reason prices haven't gone any lower was the supply was just as light as the demand. As it is, many prices are down to the 1906 level. It has been many years since we have heard of such products as oat hulls, oat clippings, and screenings being burned or destroyed. We were all misled by the known fact that there was a world-wide food shortage. A shortage, however, is one thing, and money to buy food with is another. People that were starving, not having money to buy adequate supplies of food, had to go without, and in some way eke out a wretched existence.

Enormous Taxes Concealed.—Some of us, no doubt, blame everything on high freight rates. High freight rates are an effect, not a cause. They are high because of labor costs, material costs, which are in turn due to labor costs, and concealed in every case is the enormous amount of taxes we are paying. There is no industry more vitally affected by taxes than the feed industry. Unlike other industries, we are required to be so efficient and do business on such a small spread or gross margin of profit, that when this spread gets too high the ultimate buyer ceases to buy our product and starts in to do his own manufacturing in his own crude, inefficient or uneconomical way, but, right or wrong, he does it.

During the last few months many things have come down, but mighty few things in the expense account. Traveling expenses, railroad fares, machinery and building material have not come down except in a few cases, and then only a small amount.

Local taxation has trebled. Some of this can be blamed to prohibition and the consequent loss of local revenue which has thrown a mighty burden of taxes on manufacturers and business men who did not have it before. The farmer, as usual, has escaped high local taxation in most sections because he elects his own assessors and a dollar's worth of farm property is not usually taxed as much as 10c worth of manufacturing property. Probably one-half of your expenses today are made up of concealed or unconcealed state and local taxes. You may not believe it, but it is so.

It is stated by Senator Gale of Galesburg, Ill., who was one of the delegates to the State Constitutional Convention, that, based on the only available figures (those of the 1919 federal taxes, which are used as a basis for computing the income of the citizens of Illinois) that if this year's tax program were carried out, one-fifth of all the income produced in Illinois would be taken for taxation. Unfortunately, the situation is far worse than this. Income in 1919 was pretty good for most every business was booming and while taxes were high incomes were likewise. This year many companies and individuals have no incomes at all, but their state and local taxes will have to be paid just the same, and this must be largely paid out of their capital. There have been no signs of any disposition anywhere to stop extravagances in government expenditures. It stands to reason that one-fourth of this tax expenditure is wasted.

Senator Gale states that for every ten workers there was one state or government employee, with a strong probability of the number being increased instead of diminished. A little figuring will show you that every capable business man pretty nearly has to support one government employee because the great bulk of the workers do not make enough to support their quota of one-tenth. I wonder how many of you present have considered these facts and done anything to help remedy conditions. Have you urged your representatives to stop all needless expenditures? Have you taken part in any civic movement to stop waste or political grafting? If not, you have not done your obvious duty. A large part of federal taxes go for war and navy expenses. Probably these can be reduced.

For payment to the railroads \$600,000,000 is needed. This, of course, is one of the war wastes and an evidence of gross mismanagement that was possible under the government's despotic control.

We were told by President Harding that he hoped there would be more business in government and less government in business, but apparently we have a Congress and Legislature that believe to the contrary. There are now before them bills intended to put the packing industry in the hands of government employees, bills to nationalize the coal industry, bills to regulate Boards of Trade, and option trading, with more jobs and more employees, bills to regulate Cotton Exchanges, bills to create more prohibition enforcement jobs; then also there are in prospect laws to regulate woolen cloth, paint and Heaven knows what else. All of these call for more jobs and more people to do the inspection and enforcement work. It will have to be paid for out of your pockets.

Legislation to Take Place of Common Sense.—It seems that some legislators think that you can create a fool proof world so that you can buy a horse by pressing a button and not be swindled, or buy anything without common-sense knowledge and intelligence. To give you an example of what happened in a nearby state, and this is a fair example of what is going on in every legislature. As you know, every newly elected senator or assemblyman thinks that it is up to him to frame up a few hundred new laws or he is not going to make good with his constituents.

A senator complained that his farmers went to country grist mills and bought corn and oats ground together, but when oats were high they got mostly corn, and when corn was high they got mostly oats in the mixture. We explained to the senator and members of the Agricultural Committee that no chemist living could take a mixture of corn and oats, especially if it were finely ground, and determine the exact percentage; nevertheless they went ahead and had this quantity percentage law passed because it appeared to be a good law. It never occurred to these legislators, if they were worried about a percentage combination of a mixture of corn and oats, or were suspicious that

the grist miller was dishonest and defrauding them, that all they had to do was to have their corn and oats ground separately and mix them up in whatever percentages they chose. As usual, they tried to make a law take the place of common sense and schoolboy intelligence, because even a child would know this. As a result we have one more dead-letter law on the books causing expense and trouble.

Labeling the Remedy.—I might say right here that I have been in the feed business for thirty-five years, starting at the time when there were no feed laws, and I have seen the many glaring cases of adulteration that practically forced the enactment of most of these laws. I have seen men make large sums of money by deliberately adulterating wheat bran with peanut shucks. No one could stop the feed dealer or farmer from buying this adulterated product until it was correctly labeled, when this nefarious industry promptly ceased to exist.

The mixed feed business is comparatively new. The idea behind it is not new, namely, that all manufacturing operations should be done in factories, leaving the farmer with more time and energy to produce more crops and yield more money. The factory employees are the farmer's customers and the farmers are the customers of the factory. Whereas formerly everything was made on the farm in a crude way, now very few things are manufactured on the farms and everything is done twice as efficiently because the farmer has machinery of all kinds and obtains good prices for his produce and the factory employee has a steady job and a wage that enables him to live well and buy the farmer's produce. The result is work for every one in normal times, and the harder people work the more of their neighbor's products they can buy, have and enjoy, and they will have more leisure and enjoy a better life.

A certain set of theorists, almost all of them state and government employees, seem to have the one idea that all existing methods of doing business should be changed, that the farmer should take the middle-man's job away from him and force him to go back on the farm, and the farmer in turn leave his farm and stay in the middle-man's office or mill. In this case each would leave a job he knows all about and is fitted to hold and take another man's job which he is grossly unfitted for. Some one has to pay for these experiments and blunders.

There may be many faults in our present system of distribution, especially of perishable products like milk, fruits and vegetables. These troubles will all right themselves in time, as they always do, because competition invariably makes for the survival of the most efficient.

Farmers' Feed Purchasing Agencies.—To show you how the college idea works out, I read in one paper that the Department of Agriculture of Maine is trying to organize a new central purchasing agency in place of the defunct one, to buy co-operatively feeds, grain, etc. A professor at the University of Illinois claims that 15% can be saved in the purchase of feeds co-operatively, altho the farm bureau agents in that state protest they were not hired to do trading for the farmers, but to show them how to farm.

In Wisconsin a state bulletin lauding the efficacy of co-operative cheese marketing, about which I have nothing to say at the present time, also makes the following bright suggestion: That the farmers all start co-operative feed stores and then build a central feed manufacturing plant so as to mix all their own feeds. This at least is a testimonial to the mixed feed idea, but where did any one get the foolish notion that because a man is a successful farmer he can become a successful merchant or manufacturer? It takes enormous sums of money and much experience and skill to conduct these operations. If the farmers have the money to put into all these businesses, then they had better put it into non-taxable municipal bonds and not into a hazardous trading enterprise. Of course, not all college professors have these socialistic delusions, because this is advocating socialism, pure and simple.

A co-operative movement seems to be organized as follows: Get 100,000 people together, tell them to sign away their rights and property, put all of their affairs in the hands of fifteen inexperienced men and let these men draw good salaries and have a living out of the job before the movement fails.

Ostensibly the object of most co-operative movements is to eliminate unnecessary expenses, which they never do, but the real object behind all of them is to get a better price for a product by control of production and prices.

The Raisin Growers' Ass'n calmly put up the price of raisins twenty million dollars or more on the last crop. Perhaps they can do this as long as we have a thirsty nation longing for home-made wine.

Spending State Money to Aid Private Enterprise.—In New York state they have the G. L. F. Co-operative Exchange, which to my notion is really no more co-operative than the Bethlehem Steel Co., but apparently is organized to pay dividends if any are earned, to their stockholders, whether they buy feed or

not, but poses as a co-operative. This institution was organized by state employes, farm bureau agents and others, who spent the state's money, no doubt, going around and signing up subscribers. The avowed object of this Ass'n, so far as I can learn, is to take away as much of the feed dealer's business as they possibly can, namely, the cash business.

Apparently no feed dealer in New York state paying taxes has ever done anything to protest against his own money being used to put him out of business or to injure him.

There is a similar organization in New England originally financed by some wealthy men who thought it would bring down the cost of living for their factory employes, but no one has seen it come down much. A similar organization in Maine went broke because the market went down and they had insufficient capital.

Local co-operative stores, elevators, etc., are perfectly legitimate. A certain number of farmers can get together that know each other and can get in the same room and vote. If they are sagacious they may hire a competent manager and he may make the enterprise pay. According to the law of averages about half of them will pay, the rest will close up.

Co-operative Buying No Cheaper.—If the farmers do start a co-operative feed store, they don't need any central buying agency. There is no reason why the manager cannot buy just as wisely and opportunely as some high priced manager for a central buying organization. Grain and feeds cannot be bought any cheaper in quantities than in car lots, probably less so. These central buying agencies may manage to buy some things cheaper in quantity, but certainly not feeds. Feeds and grain are always sold to the highest bidder. There is not enough margin of profit in these articles to make any special prices to these co-operative jobbers or purchasing agencies. When they buy mixed feeds, if they get a concession or low price, it is invariably accompanied by a corresponding reduction in the value of the material. In other words, the lower the price the lower the quality.

They claim they can sell feed for less money because they have loyal stockholders or ass'n members who buy blindly without questioning the price or testing the article. However, this so-called saving in selling expense is not a saving at all. It is offset by no service and less value given.

The so-called central buying organizations, which are middle-men, nothing more or less, are superimposed on an inefficient system of distributing feeds. There is no excuse for this and great danger of loss of the capital invested.

Inglorious Failure of Farmers' Union.—Witness the Farmers' Union of Maine, which lately failed ingloriously with no assets to speak of. Another eastern organization only escaped by saddling their losses on to local members.

The only conservative method of doing business in this country is that of enlightened selfishness and independent management. Where a man is risking his own money he will be twice as industrious and usually successful. Having become successful he can secure the capital of other investors who approve of his record and ability.

The clumsy co-operative method may be necessary in benighted countries like Russia, but in this country, so far as trading or manufacturing is concerned, it will never be able to compete with the individual initiative, because nothing will take the place of the system of rewards that go to the industrious men who are diligent in their own business and who have served their apprenticeship before they are allowed to take a position of trust.

The Federal Trade Commission, as requested by the Senate, made an extensive research into the activities of the American Feed Manufacturers' Ass'n, and its report, which was recently submitted to Congress, exonerated the industry from any malpractices and actually gave us a clean bill of health. This finding in itself ought to go a long way towards correcting the false impression created by our detractors and shows conclusively that we do render an efficient and trustworthy service to the live stock interests of the country.

Country Elevator Near Mexican Border.

The up-to-date country elevator shown in the engraving herewith is located in the town of San Juan, Tex., on the St. Louis, Brownsville & Mexico Railroad, and just 7 miles from the Mexican border. This plant is owned and operated by the Community Grain Company, of which Wm. J. Buttschau is president. Mr. Buttschau also enjoys the honor of being mayor of San Juan.

This elevator was built in the summer of 1919. Mr. Buttschau, who has been in the grain business further north in some capacity almost continually since 1898, was formerly a member of the Chicago Board of Trade, the Omaha Grain Exchange, and other trade organizations. At different times he was engaged in business in South Dakota, Minnesota and Iowa, part of the time being devoted to traveling, so that he is well known in that territory. He removed to San Juan, in the Rio Grande Valley, nearly three years ago because of ill health, having contracted tuberculosis in his right knee. At that time he was compelled to use crutches, but he has gradually recovered and now can travel satisfactorily without them.

He re-engaged in the grain business partly at the earnest solicitation of the commercial club in San Juan to care for the crops produced in that section.

The capacity of the elevator is 25,000 bus., the plant being operated thruout by electric motors. Equipment includes a cylinder sheller in the basement and a cleaner in the cupola. The only grain handled is white corn, which is received at the elevator in the ear as it comes from the fields. Dumped into the large receiving sink, it is shelled in the basement and cobs and corn pass up the leg to the cleaner where the separation is made. Clean corn then goes to the bins and the cobs and shucks pass into their respective places to await disposal. It is not unusual to handle 100 loads per day in this manner.

When weather conditions are normal during harvest, the quality of corn grown in this section is excellent. Its average test is 57 to 59 lbs. per bushel, and practically all of the 101,000 bus. handled by this company in 1920 graded No. 1 white, a few cars grading No.

2 white. Corn picking begins about July 20 and is completed by Oct. 1.

Feed, flour and seeds are handled thru the warehouse adjoining the elevator. No small grain is produced in the section, all of the requirements in other grains for feeding being shipped in from the north.

The district is under irrigation, about 850,000 acres taking water from the Rio Grande River.

The house is 77 feet high, of cribbed construction and iron clad. At the end of the elevator is a ventilated ear corn storage for 5,000 bus. A 2-story warehouse for sacked flour and feed contains a corn meal mill, facilities being provided for unloading ear corn at the track side as well as small grain from the street. Most of the machinery was furnished by the Union Iron Works.

Crop Reports.

[Continued from page 49]

At Convoy the oats acreage is large. The corn is thin.—D. M. C.

Deshler, O., June 29.—I have just made a motor trip thru southern Ohio and Indiana west of Cincinnati, and find that the wheat crop is going to be short, probably will not average more than 8 to 10 bus.; oats in the southern half of the state will not average over 15 bus.—D. C. Robinson, Robinson Grain Co.

Wooster, O., June 30.—Chinch bugs are appearing in considerable numbers over Paulding, Van Wert and Auglaize Counties. A few neighborhoods in Wayne, Putnam and Delaware Counties also have chinch bugs but in smaller numbers. These pests usually appear during hot and dry seasons, first damaging the wheat to some extent and then passing to the oats, and finally to the corn when the wheat and oats are harvested. During continued dry weather their damage becomes more severe. Wet weather is unfavorable to the chinch bug and usually prevents an outbreak. They may be prevented from migrating from wheat to corn by constructing barriers of creosote, gas tar or dust furrows.—Ohio Agricultural Experiment Station.

OKLAHOMA.

Carnegie, Okla.—Acreage of spring crops is much larger than last year and the cotton acreage is about one-half compared with other years.—J. R. Thomas.

Clinton, Okla., June 27.—Wheat is about 90% cut and the balance will be saved with but little loss. We never saw wheat come thru so much rain in good condition. The average in this part of the state will probably be from 15 to 17 bus. per acre. Corn is fine and there is almost enough moisture to make it. Some threshing has begun.—Nelson Grain Co.

TEXAS.

Amarillo, Tex., July 2.—Yield much better than expected and quality excellent.—Lester Stone, Lester Stone & Co.

Sherman, Tex., July 5.—Wheat better quality than anticipated, grading No. 2. Oats stained and will grade No. 3 on average.—Wm. L. Frank, chief inspt. and weighmaster, Grain & Cotton Exchange.



Grain Arriving at the Community Grain Co.'s Elevator in San Juan, Tex.

Grain and Weighing Facilities in Country Elevators.

BY T. E. BRENTNALL, GEN'L SCALE INSPECTOR,
U. P. R. R.

Much can be accomplished through discussing questions of such importance as Grain and Weighing facilities in Country Elevators. The Scale Inspection Dept. of the U. P. R. R. tested more than 475 grain weighing scales last year and in addition to the test proper we made adjustments and in many cases extensive repairs, the latter being accomplished thru the effort of the carriers to co-operate with the grain men in securing more accurate and reliable weights.

It has been our past experience that making the inspection without the additional effort of making the repairs, accomplished little because the grain concerns at the country elevators could not without much expense and delay locate an experienced scale mechanic to do this work, therefore we found that the recommendations of this Department were not carried out. A large percentage of the grain men are extremely interested in this subject but their intentions have met with discouraging results owing to their inability to make satisfactory arrangements for repairs and adjustments.

The weighing of grain at the country elevator is a serious question inasmuch as the elevator concerns are compelled to employ men not competent to handle the work. Men of this class are more inclined to take less interest in matters of correct weighing of grain, seeing that the grain weighed in its entirety is stored in the proper bins or gars, thence reelevated, weighed and delivered to the car.

A large percentage of the men in charge of the elevators and mills have little if any knowledge in connection with the operation of the weighing equipment, speaking particularly with reference to the so-called automatic weighing machines. They do not realize the importance of this machine being accurately in balance and the compensator adjusted to take care of the dribble or the amount of grain suspended between the cut-off and the scale hopper. Machines of this type require considerable attention and should be inspected at frequent intervals, in fact, no less than four or five times during the loading of a car.

The recording devices should receive more attention and a permanent record of each trial draft should be filed for future record and reference. These scales are usually located in the cupola and inasmuch as it is

very inconvenient to visit that part of the structure, they are likely to be neglected.

All spouting must be kept in repair and special attention given the loading spout. In many elevators holes are worn in the spouting and concealed by the structure. Very often grain that passes thru these holes returns to the original garner is reweighed and charged to the same shipment.

The tendency of grain dealers to install the scale hopper at an extreme elevation in the elevator, placing the beam many feet below on the working floor and operating the scale thru the use of levers is extremely objectionable. Our experience with scales thus installed has been that it is practically impossible to maintain them in accurate weighing condition. At the time of original construction, care should be taken to provide sufficient room to place the beam above the tip end of the levers, thereby providing a direct connection.

Making the Plant Rat-Proof.

BY F. L. CLARK.

A corn crib made of woven steel and sheet metal was erected by Gilchrist & Co. at its Monona, Iowa, station last fall. It was more of an experiment than anything else, but has proved very satisfactory in protecting ear corn from rats. The corn has kept dry and is well cured.

The cribs are manufactured by a Minnesota concern and though made particularly for farm use can serve the grain dealer as well, President F. G. Bell of Gilchrist & Co. believes. The Monona elevator with its concrete base and sheet metal siding together with the metal crib for ear corn has made the plant immune from rats and mice.

The cribs come in sections all ready to set up after a concrete foundation has been made for it. The woven steel sides allow free circulation of air. To insure keeping the corn from dampness and mould a ventilating shaft is provided in the middle. Tubes extend out from the bottom of this shaft through the concrete base to its outer edge. Air is admitted into the shaft in this way. The ends of the tubes are screened so that rats and mice cannot enter them.

The crib is filled through the cupola at the top with a power driven elevator leg. Each crib holds about 400 bus. of ear corn. The sheet metal strip around the bottom which is about 15 inches wide, extends up high enough so that the rat cannot jump over it.

Though the crib was empty on the day the photograph was taken, it has been a storehouse for corn all through the season.

Collecting Freight Claims More Easily.

[From an address by D. C. Edwards of Minneapolis before the Tri-State Grain Dealers' Ass'n.]

It may be safely said there is no difference in the Railroad Claim Situation generally than has always existed, except that the general business depression results in perhaps a closer scrutiny by the department heads over the payment of claims, greater insistence on complete investigation warranting payment and in general a careful watch of the money spent. With a substantial let down in revenue traffic there is more time given to counting disbursements than counting receipts for the particular reason that responsible men with the railroads, who are in position to know repeatedly assert that disbursements for operating expenses are over-balancing the receipts from revenue tonnage.

It is true as it has always been that in a general way the carriers' claim departments desire to pay as little as they consistently can to clear up the claim account and the shipping public wants to get all it can in settlement. That is a permanent condition and is not peculiar to railroad claims alone.

For these reasons the carriers assert more vigorously than in times of substantial business the usual defenses offered to loss and damage claims and correspondingly it behooves the shipper to do everything he should do in protecting against the filing of ill-advised claims, but insisting on the payment of those properly presented and adequately supported, and more particularly does it behoove the shipper now to remedy those conditions which admittedly exist and which have been made and are now being made the occasion for endless disputes between shippers and carriers as regards the transit loss of grain.

An organization can do no more good in any one particular than to educate its members and the general grain producing and shipping public to carry on the duties and work which ought to be performed as the shipper's part of this feature of the grain business.

With that thought in mind your attention is respectfully invited to a number of important things which you should do.

If you present your own claims, to obviate correspondence write the freight claim department at the beginning of your season and ask what information is necessary to support claims for loss and damage and what documents are needed. You will no doubt receive a reply which will enumerate those things which you should submit in the first instance in support of your claims.

Do not accept obviously defective and unsuitable equipment. Do everything you can at your station to minimize a possible loss by having repaired any equipment which is obviously defective because notwithstanding the primary duty of the carrier to furnish suitable equipment, it must be apparent to sound thinking men that it is much more desirable to eliminate the loss than to permit it to occur and have a valid claim against the railway company.

Keep accurate weighing facilities and keep them inspected. Do not permit your station to be one of those where a record of loading weights is absolutely unreliable. In comparison with the loss which may result to you in inability to secure full reimbursement, the expense in upkeep of your weighing facilities is indeed very slight.

Keep accurate records of every car loaded and keep those records up to date, having on your record the actual weight shown on the bill of lading.

Present your claims as promptly as you can, that is, just as soon as you know there has been a loss and you can secure the supporting papers.

As a result of a public hearing before the Interstate Commerce Commission on this subject there came the suggestion by inference that claims might well be presented based upon the annual cut-off. This is clearly undesirable for various reasons, but particularly because every shipment on which a bill of lading is issued is for the purpose of presenting claim an individual and separate consignment as to which the time for presenting claim, six months obtains. Many claims would be outlawed and there is ample support in the decisions of our highest court to the effect that provisions in the bill of lading respecting presentation of claims and bringing of suit cannot legally be waived.

Another reason why the annual cut-off is not a desirable basis is that the investigation of claims is better made by the carriers immediately after a shipment has moved. It requires a very short railway experience for anyone to find out that attempting to secure information from old, stale records is most unsatisfactory work.

Crowd your claims to payment by keeping after them and if declined place them in channels for recovery through suit if you are satisfied of their legal merits. In this latter connection the Transportation Act of 1920, which became effective March 1st, 1920, provides that



Rat-Proof Corn Crib of Gilchrist & Co., at Monona, Ia.

suit may be brought within two years from the day when notice in writing is given by carrier that it has disallowed the claim or any part specified in the notice. While this is a permissive statute and taken in that light a very desirable one, it is apparent that it should not be taken advantage of in the sense that a claimant should wait the full two years before beginning an action. Anyone having had any substantial court experience can tell you how difficult it is in the trial of cases to prove records and facts which occurred a long time back. The best time for handling any matter in litigation or otherwise is while the facts are fresh in the minds of those having knowledge of them.

"Defective" and "clear record" claims: If your weighing facilities are kept in perfect condition from your viewpoint there is no distinction between the two classes of claims, and if the entire shipping public became educated to this fact there probably would be no distinction between the two classes of claims with the management of the carrier companies. If your station is one of those where the weighing facilities are not kept up, but are rather permitted to run down, become out of order and in an ill state of repair, your defective record cars are in a measure subject to the same criticism as your clear record cars. This not only causes you a loss as your claims must be substantially discounted because of the unreliability of your weighing facilities, but it helps to create and foster the widespread criticism of unsupervised country elevator weights in claims of this character, and an organization can do no better good than to educate members to the view that their weighing facilities need the closest and most careful supervision.

Delay claims: While small grains are not entitled to the same expedited service as highly perishable fruits or live stock, at the same time they should not be accorded a service such as is usually given to bulk machinery, steel or ore products, or numerous other products that are generally classed as dead freight. Small grains are perishable and that fact must be recognized. Varying with the density of traffic in different sections, certain standards of movement should be maintained. Grains moving from the Dakotas to Minneapolis, or Duluth, ought not require longer than a day for a movement of one hundred miles. In moving through terminals there must be some allowance made for the usual delays. There should be some standard of service maintained by the carriers' operating departments in the movement of grains between certain territories and certain terminal markets and shippers' organization could do much good along this line.

Contracts representing the sale and handling of grain are made hazardous under a system that permits today a billing of a car of wheat from a point in North Dakota that may reach the market next Monday, while a week from today a car may be billed from the same point and require ten days to reach the terminal. Unreasonable delays in the movement of small grains are not justifiable under ordinary traffic conditions and this class of claims arising as they do out of a delay with a resulting decline in the market are meritorious. A situation which frequently arises in grain shipping is illustrated by the following example:

The latter part of July you make a contract for the delivery of a certain number of carloads of grain during August at a fixed price per bushel, and you load all of these cars dur-

ing August, the last one at a date when in the ordinary and usual course of transportation it would arrive at its destination in time for August delivery. Owing to a delay it arrives in September and you are obliged to make an allowance from your contract price to coincide with the September market. You present a claim for this allowance. Assuming further that during the entire month of August there was a declining market and that at the date you loaded the delayed car late in the month the general market quotation was lower than your contract price, it may, I think, safely be said that you cannot recover an allowance from the carrier based upon the September quotation and your contract unless you have fully and completely given the carrier notice, preferably in writing, of the damage which you are going to sustain if the car is delayed beyond a reasonable time so as to prevent August delivery at the terminal market because damages of this character are special in their nature and recovery cannot be had upon them in the absence of notice.

Cooperation: When you receive a request from the freight claim department of the line over which you ship, for information about one of your claims, furnish it. There is a reason for the request and many shippers adopt the practice of arguing with the freight claim department as to the necessity of furnishing the information, claiming perhaps, they have furnished it in the first instance. It usually takes less time to furnish the information than it does to furnish an argument why you should not do so. There is a misguided notion on the part of some shippers that the management of the carriers created the freight claim departments for the purpose of declining claims. That is a grave mistake.

The freight claim department of a railroad is created by the management for the purpose of giving its patrons courteous, careful treatment and consideration in their loss and damage claims and a personal acquaintance, if you enjoy it, with many of the heads of these departments will convince you that that is what they are seeking to accomplish. The head of the claim department cannot personally pass on every claim and it is true some of their subordinates are misled as to what they were hired and are being paid for, looking for a reason to decline claim whereas they should be looking for a legal reason to pay it. Men of this type are exceptions to the general rule.

Co-operate with the claim department. If you have a just claim there is nothing in your possession that should not be available to the carrier. You have nothing to conceal if your claim is bona fide and if you have done your part in respect to weighing facilities and in respect to records kept, and if you will build up a spirit of co-operation much will be done to eliminate the evils in the railway claim situation. Of course, there do arise and will always arise differences of opinion as to the merits of various controversies. Both sides frequently cannot be right and where that situation exists the courts afford a forum wherein may finally be determined the justice and right in respect to the position of the respective parties to these controversies.

RESTRICTIONS on the importation of corn and rye into Italy were removed on July 1, having been in effect since Aug. 1, 1919.

Damage to Pueblo Grain Handling Plants.

Grain dealers as well as persons in practically every line of business suffered considerable loss in the flood that recently swept thru the city of Pueblo, Colo. Some of the plants were partly destroyed, while others were well plastered with mud and their contents damaged, and all were made inaccessible for a time.

The plant of the A. McClelland Merc. I. & R. Co. consisted of 5 warehouses. Only one, which contains the office, and which is of brick and concrete construction remains. The others were completely destroyed. Fortunately, the warehouses did not contain their full capacity and only about 15 carloads of grain, flour, feed, etc., was lost. J. F. Sprengle, gen'l manager for the Company, and O. R. Maddox, warehouse foreman, had stayed at the warehouse the evening of the flood to close up some openings around the wagon scales, thinking this would prevent water from getting into the basement. They were in this basement when the full fury of the flood swept down. The water rose so rapidly they were not only forced to the first floor, but finally to seek refuge on the highest point of the building, where they remained from 9 p. m. until 7 the next morning, when they were able to wade. Water reached a height of 12 feet on the main floor.

As soon as the wreckage is removed, the Company plans to build a warehouse for the storage of salt and to use the present building and elevator for grain. Their records, being in the safe, were not destroyed altho they were thoroly water soaked.

The concrete grain tanks and brick mill of the Pueblo Flour Mills remain intact. The water, which rose about 8 feet above the first floor, damaged contents and equipment. The value of concrete storage bins was demonstrated here; and if it had been possible to close the openings at the bottoms of the tanks, no water would have reached the grain inside.

The Spanish Peaks Grain & Coal Co. had a warehouse, barns, and sheds. The entire stock of coal and grain was lost, while the sheds and barns floated away and were lost. The warehouse, being filled with grain and hay, was too well weighted to float, but its contents were badly damaged. Their motors were ruined, scales damaged, and the office records destroyed. New buildings are to be built when building permits can be obtained.

The warehouse and all buildings of P. A. Cessna were destroyed or so badly damaged that repair is impossible, and all of his plant property has been condemned.

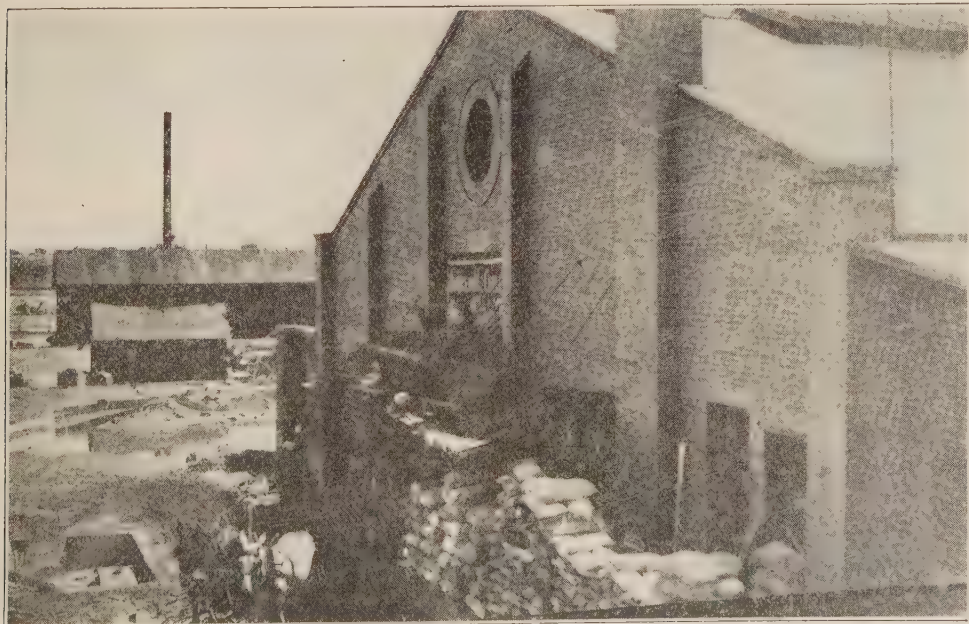
GERMANY will not pay the allied export tax of 26 per cent on goods shipped to the United States. This applies only to shipments to countries which have signed the treaty of Versailles. The effect will be to encourage exports from Germany to the United States, and create in the States a favorable balance of trade and exchange which indirectly will promote purchases of wheat and other cereals by Germany in the United States.

H. C. Taylor Now Heads Buro of Markets and Crop Estimates.

Coincident with the consolidation of the Buro of Crop Estimates and the Buro of Markets into one Buro to be known as the Buro of Markets and Crop Estimates, sec'y of Agriculture Wallace announces the appointment of Dr. H. C. Taylor as chief.

Dr. Taylor for nearly three years was in charge of the office of Farm Management and Farm Economics of the Dept. of Agriculture.

George Livingston, for two years chief of the Buro of Markets, resigned, effective July 1.



The only warehouses of A. McClelland I. & R. Grain Com'n Co. remaining after the Pueblo flood.

Seeds

CHARLOTTE, IA.—F. C. Dohrmann has taken over the feed business of H. Schumacher and will conduct it as field seed business.

SEED LOANS will have assisted 10,000 farmers of the Northwest, according to Dept. of Agriculture officials handling the loans.

COLUMBUS, O.—The Livingston Seed Co. is planning to locate its wholesale and retail departments in one building in the future.

THE CANADIAN Seed Growers' Ass'n has selected George H. Clarke, seed commissioner of the Canadian Department of Agriculture, as its pres.

PRODUCE MILLET on the flood-swept lands of Colorado as a catch crop is the suggestion of Prof. Alvin Kezer of Colorado Agricultural College.

IDAHO'S annual seed show will be held this year at Idaho Falls some time in January, according to B. F. Sheehan, Montana Seed Commissioner.

SAN MARCO, TEX.—The Kasch Pedigreed Seed Farms has been incorporated with a capital stock of \$30,000 by Ed Kasch, H. Conrads and W. R. Williams.

MOORESTOWN, N. J.—The Stokes Seed & Farms Co. is bankrupt. Francis Stokes, of the company, says it will probably mean the closing of the business.

MASON CITY, IA.—The seed drying plant of W. T. Ainsworth & Son was destroyed by fire recently. It will be rebuilt some time within the next 60 days.

OF THE CLOVER seed amounting to 4,300,000 lbs. imported into the United States during May, 64% came from France, while all the remainder come from other countries.

MATTOON, ILL.—Seed stocks carried over were very light. Clover acreage was and suffered no damage from winterkill. Broom corn acreage about 20% less than last year.—C. W. Harris.

THE WORD "HUBAM" for use on a particular variety of clover seed has been registered as trademark No. 145,811 by the Alabama Annual White Sweet Clover Seed Growers' Ass'n of Newburn, Ala.

SALT LAKE CITY, UTAH.—The Occidental Seed Co. has been incorporated with a capital stock of \$50,000. Officers are T. N. Bryant, pres.; J. P. McClure, vice pres.; R. S. Mathews, sec'y, and G. L. Bryant, treas.

SHERMAN, TEX.—The Sherman Grain & Seed Co. recently organized here and in charge of J. A. Hughes formerly of J. A. Hughes & Co., Howe, Tex., will conduct a wholesale and retail seed business as well as engage in the grain business.

Imports and Exports of Seeds.

May imports and exports of seeds, compared with May, 1920, and for the 11 months ending May, were reported by the Bureau of Foreign and Domestic Commerce as follows:

	IMPORTS		EXPORTS	
	May 1921	May 1920	11 months ending May 1921	11 months ending May 1920
Beans and lentils, bus.	33,166	79,942	812,625	3,540,303
Castor beans, bus.	32,129	158,925	641,301	1,202,183
Flaxseed, bus.	1,728,398	4,253,319	15,289,832	21,079,192
Red clover, lbs.	2,075,416	313,521	12,588,609	17,885,818
Other clovers, lbs.	2,225,830	651,793	15,300,889	21,160,955
Other grass seeds, lbs.	1,359,781	1,294,462	8,439,551	29,728,245
Peas, bus.	172,556	1,113,141	3,387,755	6,256,242
Sugar beet seeds, bus.	192,264	1,150,709	19,386,396	18,084,338
Beans, bus.	54,239	105,250	1,017,537	1,884,491
Flaxseed, bus.	61	2,407	1,455	23,952
Clover seeds, lbs.	87,940	32,983	5,414,791	5,053,414
Timothy, lbs.	670,034	439,512	14,951,089	14,949,072
Other grass seeds, lbs.	254,709	198,082	5,345,721	3,893,409

CHICAGO, ILL.—The Berry Seed Co. has been incorporated with a capital stock of \$25,000 to deal in seeds and fertilizers. Incorporators are Henry Raeder, William Watson, M. A. and A. L. Berry. Correspondence is being handled by Albert L. Berry.

OF THE FLAXSEED movement the Archer-Daniels Linseed Co. says: Receipts of flaxseed at Minneapolis, Duluth and Winnipeg this crop to date amount to 11,995 cars; compared with 7,261 cars received during the corresponding period of 1919-1920.

PUEBLO, COLO.—Large amounts of seed and feed stored in the warehouse and store of the Weisel Seed Co. were destroyed when the disastrous Colorado flood raised the water 14 feet in Pueblo. J. M. Weisel, working in the plant at the time the water rushed in, narrowly escaped drowning and had to swim to save his life.

PENNSYLVANIA'S new seed law became effective July 1. Seed dealers of the state are not all familiar with the law as the printing tie up in the east prohibited the distribution of printed copies of the bill. The most important sections of the bill have been mimeographed and sent out to the trade by the Pennsylvania Bureau of Plant Industry.

SPRINGFIELD, ILL.—During the season just past 9,100 samples of seed were analyzed in the seed inspection laboratories of the Illinois Department of Agriculture. Of this number 960 were found to be unsalable for seeding purposes because noxious weed seeds were present in greater proportion than the law allows. Some of the seed represented by these samples was recleaned and made salable under the law. The percentage of unsalable seed was one and a half per cent less than a year ago.

THE PAST WINTER has been very favorable for the hibernation of the Mexican bean beetle which is proving such a serious pest to beans in eastern and southern Colorado. The over-wintering beetles are appearing in large numbers and eggs are being deposited freely. Indications are that if control methods are not used, many garden and field beans will be totally destroyed. Recent work has shown that this pest can be quite successfully controlled by spraying with arsenate of zinc or arsenate of lead.—Colorado Agricultural College.

GUYMON, OKLA.—The spring seeding situation is practically over and will not exceed 40% of the seedings of other years on account of the vast wheat acreage. The demand for alfalfa seed has been reasonably good but not sufficient to consume the stocks on hand while the growing crop of alfalfa promises a large seed yield. During the past season, sudan grass seed has been so cheap that the farmers are making no effort to even equal former acreage and there is yet a large amount of the 1920 crop on hand. The present crop acreage of kafir, milo and cane will be the smallest acreage in years. Fully one-third of the 1920 crop still remains in the hands of the farmers. Our spring and growing season has been well suited to the growing of all crops.—The Claycomb Seed Store, by C. W. Claycomb.

HENRY, ILL.—Eleven fields of wheat in Putnam and Marshall Counties were inspected for certification recently by C. H. Wilkinson of the Illinois Crop Improvement Ass'n, and found to be of a very high standard. The variety is Illinois 10-110 and the yields were estimated at from fifteen to forty bushels. All other grains and weeds had been carefully pulled to keep the variety pure. One field showed about 1 per cent of scab. It is planned to use all this certified seed in Marshall and Putnam Counties this fall and it is hoped that by the fall of 1922 there will be enough seed of the improved variety available locally to supply the fall wheat seed needs of the two counties. Comparative yields will be published after threshing. This wheat is the variety recently developed by the University of Illinois.

FT. SMITH, ARK.—The wholesale and retail departments of the Lee Seed Co. have been combined.

LOUISVILLE, KY.—The National Seed Co. is remodeling an adjoining building which it will use in connection with its present facilities.

Swedish farmers are expected to harvest only a minimum acreage of clovers and grasses for seed, and the trade is looking forward to higher prices next season.—U. S. Dept. of Agriculture.

BLOOMINGTON, ILL.—Comparatively few realize that poor stands of corn, sickly colored foliage, curling leaves, an abundance of brace roots, broken or rotted shanks, shrunken, soggy or moldy ears and kernels, poor quality and unsatisfactory yields are all the direct result of diseases which exist in the fields and are communicated from one year's crop to the other thru the use of diseased seed corn.—Eugene D. Funk.

TOLEDO, O.—This is seed making time in the clover belt. The hay crop has been cut. Many places have had sufficient rains to give the seed crop a start. July is an important month in seed making. Sometimes a large crop is practically assured by favorable weather during July. Other years extreme weather dries the plant up before it has a chance for second growth. The few crop reports we have received during the week would indicate the crop is progressing favorably. Naturally most of the buying comes from the places where the crop looks worst. There have been fresh hedging sales during the week against purchases of foreign seed, also profit taking by those who bought lower down.—Southworth & Co.

Wholesale Grass Seed Dealers Meet.

The annual convention of the Wholesale Grass Seed Dealers Ass'n was held this year at St. Louis on June 20 and 21, just prior to the meeting of the American Seed Trade Ass'n.

The Ass'n went on record against the placing of an import duty on seeds. During the course of the meeting a set of trade rules was adopted which shall govern the purchase and sale of seeds between members of the Ass'n. These rules provide a form of contract; a confirmation of sale; terms of payment; terms of shipment and deliveries; rules covering sale by samples, and method of analysis of seed samples. Other rules definitely define the various terms of the seed trade and provide for arbitration of disputes between members.

Officers selected for the coming year are the ones that served the Ass'n last year. They are pres., William G. Scarlett, Baltimore, Md.; vice-pres., J. Charles McCullough, Cincinnati, O.; and sec'y-treas., Clarence J. Jones, Baltimore, Md.

Seed Movement in June.

Receipts and shipments of seeds at the various markets during June, compared with June, 1920, were as follows:

	FLAXSEED.		TIMOTHY.	
	Receipts 1921.	Receipts 1920.	Shipments 1921.	Shipments 1920.
Chicago, bus.	45,000	241,000	.....	14,000
Ft. William, bus.	194,163	125,068	379,995	26,292
Duluth, bus.	466,642	620,583	370,590	153,586
Milwaukee, bus.	35,880	59,450	1,760	.....
Winnipeg, bus.	236,700	.....	.....	.....
Chicago, lbs.	1,088,000	458,000	547,000	512,000
Milwaukee, lbs.	463,106	30,000	112,373	275,409
Toledo, bags.	35	.....	360	1,573
CLOVER.				
Chicago, lbs.	164,000	100,000	150,000	75,000
Milwaukee, lbs.	3,738	.....	277,055	327,140
Toledo, bags.	1,245	395	57	332
OTHER GRASS SEEDS.				
Chicago, lbs.	552,000	1,972,000	554,000	497,000
KAFIG.				
St. Joseph, bus.	10,500	.....	.....	.....

May Seed Imports Strong.

Forage plant seeds imported into the United States during May in most cases exceeded the imports during May 1920, according to the report of the seed laboratory of the Bureau of Plant Industry. The imports in pounds follow:

Alfalfa, 171,500; blue-grass, 48,100; brome grass, none; alsike, 209,600; crimson clover, 209,000; red clover, 1,676,400; white clover, 148,800; broom corn, 151,200; foxtail millet, 7,200; mixtures of spring vetch and oats, 4,000; orchard grass, none; rape, 323,600; rye grass, English, 130,100; rye grass, Italian, 4,600; timothy, none; vetch, hairy, 179,900; vetch, spring, 81,300.

Imports during May, 1920, were: alfalfa, 727,000; blue grass, 35,500; brome grass, 2,400; alsike, 156,900; crimson clover, 359,400; red clover, 600,000; white, 5,700; millet, foxtail, 800; broom corn, none; mixtures of spring vetch and oats, none; orchard grass, 125,000; rape, 156,800; rye grass, English, none; rye grass, Italian, none; timothy, 1,100; vetch, hairy, 93,400; and vetch, spring, 327,500.

Weevil Damaging Clover Seed Crop.

Many reports have been circulated this spring about the pests that have been destroying the clover crop of Indiana and Illinois. One of the latest comes from the county agent of Huntington County, Indiana, who says:

A new clover pest, known as the lesser clover weevil or clover bud worm, has made its appearance in certain sections of central Indiana where it threatens the clover crops. It is related to, but is more destructive than the large green clover-leaf weevil, larva which was so common thruout the state this spring. According to Prof. J. J. Davis, head of the Entomology Department at Purdue University, this insect has been present in Indiana for many years, but only in the past few years has it appeared as a pest worthy of much consideration. Its gradual increase, spread, and destructiveness the last few years shows it to be one of the important clover pests in Indiana.

The larva which causes the damage to red and big English clovers is a small fleshy, dirty pale green worm which eats the tender stem beneath the leaf sheath for developing buds, killing the shoot and bud and preventing or retarding development and greatly reducing the seed and hay crop. The presence of the larva is indicated by the blackish cavities eaten thru the stem or into the tender buds when exposed by pulling down the leaf sheath at the base of developing buds and shoots.

The beetles winter in protected places in the clover field and lay eggs in early spring from which the destructive larvae hatch. They become noticeable the latter part of May or early June, maturing by the first of July when they change to beetles which pass the following winter.

At the present season it is possible to check them appreciably by pasturing. If pasturing is not possible it is possible to reduce injury to the seed crop and the second hay crop by clipping the clover ten days or two weeks before the regular time. That is, clover should be clipped for the first hay crop about the middle of June in ordinary seasons.

Consider Quarantine on Illinois Wheat.

The prevalence during the past year of flag smut on wheat grown in Madison and St. Clair Counties, Illinois, has started rumors of a quarantine on the wheat crop of these two counties.

Reports made during the past season showed that of the 500 farms in the two counties approximately 55 per cent showed signs of flag smut.

To consider the situation the U. S. Dept. of Agriculture recently held a hearing at Granite City, Ill. Two of the questions proposed were the establishment of an embargo against wheat shipments from the infected counties and the prohibition of wheat sowing during the next season.

B. M. Davison of the University of Illinois is now handling the problem for both the U. S. Department of Agriculture and the Illinois Department of Agriculture.

The discovery of the flag smut in this section was purely an accident as the representatives of the U. S. department were at

the time covering the state looking for take-all smut.

The Proposed Tariff on Seed Imports.

A bill introduced recently into the House would establish a duty on many of the seeds now coming into the country duty free, and would raise the duty on many of those seeds upon which a duty is assessed now.

The bill as it affects field seeds would provide the following duties: On alfalfa and grass seeds, 2 cents per lb.; alsike, 3 cents; crimson clover, 1 cent; red and white clover, 3 cents; other clovers, 2 cents; millet ½ cent; timothy and hairy vetch, 2 cents; spring vetch, 1 cent; and all other grass seeds, 2 cents; sunflower seed, 2 cents; cow-peas, ½ cent; oil bearing seeds and castor beans, ½ cent; and flaxseed, 25 cents per bus. of 56 lbs. Sugar beet seeds would also be charged a duty of 1 cent per lb.

At present red clover comes in duty free, as well as all other grass seeds aside from the other clovers. Sugar beet seeds also have been coming into this country free of duty.

Southern Seedsmen Convene at Memphis.

The annual convention of the Southern Seedsmen's Ass'n was held on June 20 and 21 in the Chamber of Commerce building, Memphis, Tenn.

H. G. Hastings, Atlanta, Ga., pres. of the American Seed Trade Ass'n, conveyed to the Southern Seedsmen the best wishes of his Ass'n and predicted a rapid return to normal times.

Pres. R. B. Buchanan, Memphis, Tenn., in his annual address urged that the dealers co-operate more among themselves for their own good. Of the present agitation against middlemen Mr. Buchanan pointed out that the movement was not new, as an old English history, written in the 13th century, contains the sentence, "The existence of all middlemen or dealers was looked upon with disfavor and an especial prejudice was felt against those who dealt in corn." In conclusion he summarized some of the results accomplished by the Ass'n.

Sec'y-treas. Frank Love, Montgomery, Ala., in his annual address reported on the excellent financial condition of the Ass'n and announced that 94 new members had been secured since the last meeting.

Prof. Herbert Webber, Hartsville, S. C., in his address spoke on plant breeding by seed dealers and condemned the government that supplied free seeds to farmers.

"Seed Analysis and Its Requirements" was the subject of an interesting paper read by W. J. Lackey of the Oklahoma Department of Agriculture.

Herbert Bebb, Chicago, in a most interesting address told of some of the pitfalls that confront the seed dealer. He also enumerated the recent legislation of the various states that had to do with seedsmen. In the states where seed legislation was probable Mr. Webb urged that seedsmen support the Uniform State Seed Law approved by the seed trade and the seed analysts.

"Support the Uniform Seed Law to Get Away from Stupid Legislation," was the plea of Kirby White of Detroit.

New officers selected for the coming year: Pres., Joseph Steckler, New Orleans, La.; vice-pres., D. R. Mayo, Knoxville, Tenn.; and 2nd vice-pres., Dick O'Bannon, Sherman, Tex. Frank S. Love, Montgomery, Ala., continues as sec'y-treas.

Retiring pres. Buchanan was presented with a handsome silver water pitcher.

During the convention the dealers were the guests at a barbecue held on the spacious grounds surrounding the home of John Ross, a local seedsman.

Following the adjournment three special Pullmans carried the dealers to St. Louis to attend the annual convention of the American Seed Trade Ass'n.

American Seed Trade Ass'n Holds Annual Convention.

The annual convention of the American Seed Trade Ass'n was held at St. Louis, Mo., on June 22-24, immediately following the convention of the Grass Seed Dealers and Southern Seedsmen.

An address of welcome in the name of the St. Louis Merchants' Exchange was delivered by Roger Annan, St. Louis, who explained a few facts about the grain trade and recent agitation against it.

In response, Fred Mangelsdorf, Atchison, Kan., pres. of the Western Seedsmen's Ass'n, told of the work of the seedsmen in bringing out better varieties and bigger yields of agricultural products.

Pres. H. G. Hastings, Atlanta, Ga., in his annual address, pointed out that the south, comprising one-third of the United States geographically, containing one-third of the population of the country was producing 40% of the agricultural products. Of the cotton situation in the south he said cotton was on the dumps with corn and oats, but that the business in cotton and cotton seed still amounted to more than a billion dollars a year.

Of the deflation in seed values Mr. Hastings said that deflation in seed values had begun nearly a year before the deflation in the prices in other merchandise. He said also that he was not in sympathy with some of the extreme high prices, but said, too, that the reduction of seed prices below a fair level never did materially increase the use of seed.

"As seedsmen doing business on a legitimate basis we are entitled to fair prices for our stock in trade and for the service we render the public. We are entitled to prices that will enable us to fairly compensate our growers, pay living wages and salaries to employes and under ordinary conditions a reasonable profit for ourselves."

Of the coming seed selling season the pres. concluded his address by urging the dealers to cut down their useless expense and to look forward to 1922 with confidence.

C. E. Kendel, Cleveland, O., sec'y-treas., in his annual address explained the new amendments to the constitution and by-laws of the Ass'n and concluded with the gratifying news that 249 seed dealers now belonged to the Ass'n.

Kirby White, Detroit, Mich., delivered an interesting address on "Promoting Larger Plantings of Garden Seeds."

L. L. Olds, Madison, Wis., read an address entitled "Promoting the Use of Better Grass and Clover Seeds on the Farms."

Leonard Vaughan, Chicago, Ill., and James Burdett, Chicago, Ill., told of the activities of the National Garden Bureau.

The other speakers on the program confined themselves to discussion of problems confronting the dealers who handle vegetable seeds.

Com'ite reports urged the retention of the present system of assessing tariff on seeds instead of the *ad valorem* system proposed in the new tariff bill, and urged that seedsmen get better acquainted with men in the experiment stations.

Officers selected for the coming year follow: Pres., L. L. Olds, Madison, Wis.; 1st vice-pres., Alexander Forbes, New York, N. Y.; 2nd vice-pres., L. B. Reuter, New Orleans, La.; sec'y-treas., C. E. Kendel, Cleveland, O.

The following new members were accepted into the Ass'n: Mollenhouse & Meyer Seed Co., Chicago; N. Wertheimer & Sons, Ligonier, Ind.; John Lewis Childs, Floral Park, N. Y.; Atlantic Seed Co., Philadelphia; Pedigreed Seed Co., Hartsville, N. C.; Stark Bros. Seed & Nursery Co., Louisiana, Mo.; Craver Dickinson Co., Buffalo, N. Y.; B. F. Metcalf & Sons, Inc., Syracuse, N. Y.

COMPLETE DECONTROL of the wheat crop is expected in the United Kingdom by July 21.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

CALIFORNIA

San Francisco, Cal.—The Lewis-Simas-Jones Co. is installing a complete dust collecting system in its plant.

Montpelier, Cal.—The new elvtr. received its first grain June 15.—E. B. Rice, supt. Cal. Farm Buro Elvtr. Corp., Patterson.

Oroville, Cal.—Two cars of oats and barley in transit have been attached under a crop mortgage by the California Packing Corporation in a suit against Garrett & Agnew and Balfour, Guthrie & Co., the buyers.

Los Angeles, Cal.—In accordance to its recent announcement that it would discontinue the warehouse end of its business, the Newmark Grain Co. has leased its warehouses at Calipatria, El Centro, Brawley, San Fernando, Downey and Palms.

Oakland, Cal.—R. B. McGee, formerly federal inspector of grain at Stockton for the Chamber of Commerce and the Federation of American Farmers, is now connected with the Farm Buro Elvtr. Corp. here. His headquarters will be in the big terminal elvtr. of the company.

San Lucas, Cal.—We are starting to excavate for the 31,000-bu. concrete elvtr. we shall erect here. Contract has been let to the Macdonald Engineering Co. Equipment will include Bird Scale, Trapp Dump, Monitor Cleaner, etc.—E. B. Rice, Supt., California Farm Buro Elvtr. Corp., Patterson.

Los Angeles, Cal.—M. D. Thiebaud, sec'y of the Grain Exchange, will continue the publication of "The Bull and The Bear," the monthly exchange paper, which was formerly taken care of by Fletcher J. Swan. C. J. White will succeed Mr. Swan as mgr. of the "car desk" in the exchange.

Patterson, Cal.—We started to receive grain in the new house June 1 and have shipped 6 cars and the house is full of bulk grain now. It consists of 3 bins with 9 compartments.—E. B. Rice, Supt., California Farms Buro Elvtr. Corp. (Elvtr. is 30,000 bus. capacity and is built of concrete.)

CANADA

Duval, Sask.—The elvtr. of the Maple Leaf Milling Co. burned recently.

Saskatoon, Sask.—The Saskatoon Grain Co. has recently opened an up-to-date brokerage office in the Northern Crown Building.

Vancouver, B. C.—The formal opening of the Vancouver Merchants Exchange was held June 15 and J. R. Hamilton was appointed sec'y.

Killarney, Man.—Alexander B. Finnen died here at the age of 61 from the effects of a cancer from which he has suffered for several years. For the last 20 years he has been a grain shipper.

Brantford, Ont.—The Wood Milling Co. is building an elvtr. here. Alex Brown of the construction force was badly hurt when a hook with which material was being pulled up to him caught him in the eye. His sight will probably be destroyed.

Montreal, Que.—The N. Bawlf Grain Co., of Winnipeg, Man., is opening export offices here with S. S. Pocock in charge of the commission and sales department. Mr. Pocock formerly had charge of the company's business in Western Canada with headquarters at Calgary.

TORONTO LETTER.

W. H. Dibb of C. R. Vanatter & Co. was recently married and is now in England.

The Maple Leaf Milling Co. is redecorating its office here as well as enlarging and repairing it.

WINNIPEG LETTER.

A. R. Macdonald and W. L. Shaw, son of the mgr. of the Maple Leaf Flour Mills Co., have been elected to the directorate of that com-

pany. Mr. Macdonald has been western mgr. for the company for some time and was also at one time ass't sec'y of the Winnipeg Grain Exchange.

Mrs. W. H. McWilliams, wife of Wm. H. McWilliams, a former member of the Canadian Grain Board and a well known member of the Grain Exchange, died June 18. Mr. McWilliams is connected with the Canadian Elvtr. Co. and is most popular with the trade. Personal friends from the exchange acted as pall bearers.

Arguments relating to the restraining of the Royal Grain Inquiry Commission from holding further sessions were heard by Judge Curran, June 26 and 27, after the grain dealers had secured an injunction against further investigation. Judge Curran decided to withhold decision until July 15 until which time the commission will be inactive.

COLORADO

Peeetz, Colo.—We are building a 15,000-bu. elvtr. at this station.—The Nebraska-Colorado Grain Co.

Longmont, Colo.—J. H. Hopkins of Akron has succeeded V. H. Hamilton as mgr. for the Farmers Union Co-op. Elvtr. & Supply Co.

Paoli, Colo.—The new elvtr. of the Farmers Elvtr. Co., replacing the house burned Dec. 2 of last year, is completed. Chas. Platt is mgr.

Pueblo, Colo.—The recent flood in this city damaged many of the grain plants. A story of the devastation wrought by the storm will be found elsewhere in the Journal.

Alamosa, Colo.—The Colorado Mill & Elvtr. Co. is overhauling its plant here, installing new machinery, etc. The company will spend about \$40,000 to make the plant up-to-date.

Denver, Colo.—The Houlton Grain Co., recently formed by F. R. Houlton, will have offices in the Cooper Bldg. He has already succeeded in procuring some good eastern accounts.

Montrose, Colo.—The Montrose County Farm Buro called a meeting for the purpose of organizing a company to buy or erect a grain elevator, but they have decided not to buy or build this year.—The Montrose Flour Milling Co.

DISTRICT OF COLUMBIA

Washington, D. C.—The Green, Mish Co. has succeeded the Vernon M. Green Co. There will be, however, no change in management.

IDAHO

Lewiston, Ida.—The Globe Grain & Milling Co. and the White & Delaney Co. will open office here this fall.

Montpelier, Ida.—The concrete elvtr. of the Miles Elvtr. Co. has been painted white and quite dazzles the rest of the town.

ILLINOIS

Gilson, Ill.—W. H. Shoop is now mgr. for the Farmers Co-op. Co.

Meekin, Ill.—Roy Rademaker has resigned as mgr. for the Farmers Elvtr. Co.

Kirkland, Ill.—We sold the elvtr. here to Geo. W. Banks & Son.—Rosenstiel & Co., Freeport.

Elmwood, Ill.—The Farmers Elvtr. Co. has completed its new elvtr. and is now operating it.

Deer Grove, Ill.—Cooney & Keefe are installing a Hall Signaling Distributor in their elvtr.

Elburn, Ill.—The Elburn Co-op. Co. has been incorporated for \$50,000 by E. E. Hughes, E. L. Hoyt and others.

Covell, Ill.—Have built a new scale office and have repaired the driveway approaches of my elvtr.—C. U. Bower.

Peoria, Ill.—The office of the Gardner B. Van Ness Co. in the Board of Trade Building has been discontinued.

Dixon, Ill.—I am out of the grain business entirely.—R. W. Jeter, formerly representative for M. L. Vehon at Dixon.

Grand Ridge, Ill.—The elvtr. of the Grand Ridge Co-op. Grain & Supply Co. was recently struck by lightning but the damage was very small.

Aurora, Ill.—S. A. Steck & Co. recently had a fire in their hay shed and mill that did damage to building and contents not to exceed \$1,500.

East St. Louis, Ill.—The offices of the State Grain Inspection Department here have moved one floor up in the Bowman Building as more room was needed.

Freeport, Ill.—Mail addressed to C. A. Fank is returned marked "Out of business—Removed and left no address." He formerly had an office here and an elvtr. in Wadham.

Hickman, Ill.—The elvtr. of A. J. Holmes, who is still listed in the Ass'n list, burned 5 years ago and there is no elvtr. at this point now.—E. C. Richoz, mgr., Goodwine Co-op. Grain Co., Goodwine.

Mechanicsburg, Ill.—I was formerly mgr. for the Mansfield-Ford Grain Co. at Illiopolis but am now mgr. for the Farmers Elvtr. Co. O. H. Fullenwider owns and operates his own house here.—J. T. Pennington.

Galton, Ill.—Frank De Hart of Arthur, who used to own the elvtr. here, has again bot it from T. E. Lyons, pres. of the Arcola State Bank and trustee of J. M. Ernst & Son interests. Mr. De Hart paid \$10,250.

Manito, Ill.—The Grangers Elvtr. Co. decided at its recent annual meeting not to declare a dividend but to keep the money to be used for a proposed enlargement of the house or the building of an entirely new elvtr. Le A. Wormer is mgr.

Lake City, Ill.—W. B. Allen, formerly mgr. for the Farmers Co-op. Grain & Merc. Co., was recently indicted for the alleged embezzlement of funds belonging to the company. The shortage is placed at \$900 and he is said to have so juggled the accounts that the trouble was not noticed until after he had left.

Bardolph, Ill.—The farmers organized here last winter and elected their officers and directors and called themselves the Bardolph Co-op. Co., and held an option on my elvtr. but it has all fallen thru. There is no company in existence now. I have the only elvtr. in Bardolph which is known as the Bardolph elvtr.—V. E. Kepple.

Manlius, Ill.—The Bollman Grain Co. has let contract to Geo. Saathoff for the remodeling of its elvtr. The work consists of putting in new elvtr. leg with 12x6" V buckets, manlift and some new machinery; hopping all bins; installing a 1,500-bu. per hour Richardson Auto Scale and replacing shingle roof with interlocking galv. iron roofing. The elvtr. will be modern when completed.

Wilton, Ill.—The Anders & Wilton Farmers Grain Co. has let contract to Geo. Saathoff for a 25,000-bu. cribbed elvtr., 26x34x46 ft. to top of bin wall, covered with galvanized iron siding and roofing. This elvtr. is in addition to the 15,000-bu. elvtr. the company already owns and operates here. The house will be equipped with one leg with 14x6" V buckets, 10" centers, manlift, truck dump and a 20 h.p. F.-M. type Z engine will furnish the power for both elvtrs. and an 8-bu. hopper Richardson Auto Scale. Work has started.

CHICAGO NOTES.

Board of Trade memberships are quoted at \$8,500 net to buyer.

Trading in December wheat started on the Board of Trade July 1.

The rate on advances for July has been fixed at 7% by the directors of the Board of Trade.

The Wabash Elvtr. was declared regular by the directors of the Board of Trade July 1.

Memberships posted for transfer are those of Eugene R. Pike, Est. of J. B. Gunderson, Jas. C. Rogers, Geo. S. Green, John H. Wilkins and A. J. Carpenter.

The special com'te to investigate trading in May wheat reported July 5 that there was no manipulation, the exporters having bot the May against sales abroad.

New members of the Board of Trade are: Geo. A. Rossman, Wm. B. Massey, Louis C. Seaverns, Harry A. Morey, Mark C. Losch, Henry G. Campbell, Carroll B. Aiker and Brook B. Ballard.

The elvtr. engineers and firemen on July 8 agreed to a 20 per cent cut in wages, and to a 48-hour instead of the 46-hour week. Grain trimmers loading boats undertook a sympathy strike July 7.

Seaverns & Co. have been admitted to membership in the Board of Trade clearing house. Louis Seaverns, a son of George A. Seaverns, Jr., has joined the Board of Trade. They are handling cash grain and futures.

Robert Crombie, sec'y of the Norris Grain Co., died June 27. He had been a member of the Board of Trade for the last 12 years. Previous to his connection with the Norris company he was connected for a number of years with Alexander Geddes & Co. The widow and one son, Robert, Jr., survive.

On the expiration of the wage agreement July 1 the grain elvtr. operators offered 60 cents per hour instead of 75 cents. The men refused to accept the reduction and the employers offered to submit to arbitration. The members of the Chicago Grain Elvtr. & Feed Mill Employees Union then went on strike, and the operators are hiring men on the open shop plan, and several of the elvtrs. are in operation.

John Trust Sickle, a member of the Board of Trade for over 35 years, died June 27. He came to this city 37 years ago and joined the exchange very soon after that, serving several terms as director. He still held his membership at the time of his death which occurred after only a short illness. He was at one time an ocean freight broker, the firm being Sickle Bros. Later he, with Charles J. Roberts, formed the commission firm of Sickle & Roberts. He is survived by his wife.

SPRINGFIELD LETTER.

When the Illinois Commerce Com'n succeeded the State Public Utilities Com'n, July 1, the change was in name only; the personnel remaining the same. Julius Johnson, who resigned when legislators made charges against him, was renamed sec'y. The change was made under the new utilities act.

The new weights and measures law, H. B. No. 687, provides a fine of \$20 to \$200 and not over 3 months' imprisonment for the use of a false weight or measure or the use of one not sealed by the director of trade and commerce or by the city inspector of weights and measures. Standard bushel weights for many commodities are prescribed.

E. B. Conover, who was recently declared a bankrupt by the courts, filed a statement of his assets, amounting to \$320,948.05, June 27, and liabilities of \$351,826.76. The secured claims amount to \$198,970 and the unsecured to \$151,999.60. Listed in the assets are the elvtr. properties and corn in elvtrs. at Elkhart, Mt. Fulcher, Dawson and Broadwell and one-fourth interest in two elvtrs. at Chenoa are valued at a total of \$62,163.43. Two hundred and forty-five shares in the Conover-McHenry Elvtr. Co. are listed at \$24,300, and 25 shares in the E. B. Conover Grain Co. at \$25,400. These shares are held by banks as collateral for loans. There are several small insurance policies and a fire loss on the elvtr. at Broadwell, burned May 16, insured for \$14,000. Elmer A. Perry, the referee in bankruptcy, will call a meeting of creditors at which a trustee will be appointed and the liquidation of the estate begun. Sam T. Burnett, who was appointed receiver by the court, will probably be elected trustee.

INDIANA

Hebron, Ind.—Thomas Turner is now mgr. for the Hebron Equity Union.

Amo, Ind.—The A. C. Kinney Grain Co. has installed a 15-ton truck scale.

Spiker, Ind.—The Farmers Co-op. Elvtr. Co. has increased its capital stock to \$50,000.

Evansville, Ind.—The Evansville Chamber of Commerce will install a traffic department.

Laketon, Ind.—The Farmers Elvtr. Co. has doubled its capital stock, making it now \$80,000.

Huntingburg, Ind.—Wallace Bros. of the Wallace Milling Co. will let contract in a few days for a new mill.

Ferguson, Ind.—Lightning struck a warehouse of B. E. Mannix during a recent storm but no serious damage resulted.

Darlington, Ind.—We are installing a McMillin Truck in our elvtr. here.—C. F. Gery, sec'y-treas.-mgr., Farmers Grain & Seed Co.

Crawfordsville, Ind.—A. E. Reynolds, of the Crabbs-Reynolds-Taylor Grain Co., has recently been honored by election to a directorship of the "Monon" Railroad Co.

Indianapolis, Ind.—Volney T. Malott, a prominent stockholder of the Indianapolis Elvtr. Co., died recently at the age of 82. His daughter, Ella, is the wife of Edgar H. Evans, pres. of the Acme-Evans Co.

Walkerton, Ind.—Fire was discovered at midnight July 5 in the cob house of B. I. Holser & Co., but fortunately the flames were soon extinguished with two streams of water. The cob house will be rebuilt.

Terre Haute, Ind.—We are contemplating erecting a neat brick office building and to house our wagon scales. The office to contain three or four rooms fitted with furnace heat and water system.—Cottrell Bros.

Huntington, Ind.—Chas. E. Bash of C. E. Bash & Co., who has been in the grain business here for many years, died June 25 at the age of 64. He had been ill for the last 2 years. He is survived by his wife and 3 sons.

Portland, Ind.—The Russell Elvtr. Co., recently incorporated, has succeeded Russell & Co. Business will be conducted as in the past and no improvements made until business conditions improve.—Carl C. Russell, mgr.

Indianapolis, Ind.—New officers of the Board of Trade are: Jos. A. Kehler, pres.; Ed. D. Evans, 1st vice-pres.; Harvey Mullins, 2d vice-pres.; and Thos. Oddy, treas. The governing com'te includes Ed. D. Evans and Edgar H. Evans.

Fulton, Ind.—McFaden & Ewer do not operate nor own an elvtr. here. Mr. McFaden has been gone a year and Mr. Ewer has a coal yard. Some scooping, but we are the only regular dealers here with an elvtr.—Fulton Grain & Lbr. Co.

New Ross, Ind.—Shanahan & Whitecotton, props., New Ross Grain Co., have completed a new 25,000-bu. elvtr. on the site of the house which they wrecked recently. The new house is electrically equipped. The old house had been used for 52 years.

Ferdinand, Ind.—John H. Beckman, for many years a grain dealer at this point, is dead at the age of 79. He will be greatly missed as he has been prominent in all of the civic and progressive affairs in the vicinity for years, being called affectionately by his host of friends, "the grain, lumber and tobacco king."

Manson, Ind.—The elvtr. of S. Van Steenberg caught fire when sparks from a burning cob pile communicated thru the cob spout to the elvtr. The blaze in the elvtr. was quickly discovered and the damage was not heavy. The cob pile is said to have been ignited by sparks from a burning pile of shucks 30 ft. from the elvtr.

Tipton, Ind.—Last May O. F. Brewer bot the plant of the Tipton Flour Mills & Elvtr., owned by D. R. Smith, and he has just bot the elvtr. of the Kinney Grain Co. at the junction, known as the Tipton Elvtr. Co., H. G. Clark, mgr. This gives Mr. Brewer both elvtrs. and the mill. The last elvtr. bot will be used for storage purposes only.

The following have been elected to membership in the Indiana Grain Dealers Ass'n: Harold Needham, Mill Grove; J. C. Miller, Avery (Frankport p. o.); D. A. Lawson, Chatterton (R. F. D. Pine Village); Spiceland Grain Co., Spiceland; W. J. Mercer, Indianapolis, all of Indiana and Gill & Fisher, Baltimore, Md., and Currus Grain Co., Cincinnati, O.—Chas. B. Riley, sec'y.

Ft. Wayne, Ind.—C. Tresselt & Sons are out of the business for a little while. They were leasing their plant from the Nickel Plate and the lease has expired. The Ry. Co. will not renew it but will build an up-to-date elvtr. in another part of town and will lease that to the company. The new plant has not been started. They still maintain their office, however.—D. M. C.

Sidney, Ind.—In April, 1920, the elvtr. of the Farmers Elvtr. Co. was burned and in October notice was given that the company had been dissolved because of the loss of the house. July 1, however, Clarence Helvey and others asked the court to appoint a receiver for the company which they claimed could not have been dissolved as they allege the assets of the company were never distributed among the stockholders.

Marion, Ind.—The Marion Co-op. Exchange is in the hands of Bryan A. Radabaugh as receiver. Liabilities are placed at \$45,000 to \$50,000 and assets at \$30,000. The company owns two elvtrs., one in North Marion and the other in South Marion. No objection to the appointment of a receiver was made by the stockholders, the petition being signed by Geo. Weaver and Samuel Wolf. Mr. Radabaugh is himself a stockholder in the company.

IOWA

Cylinder, Ia.—Farmers Elvtr. Co. incorporated for \$40,000.

Swea City, Ia.—W. B. Richardson, mgr. for the Farmers Elvtr. Co., has resigned.

Remsen, Ia.—J. Gernerding, Jr., is assisting his father at the elvtr. operated by him as J. Gernerding, Sr.

Alden, Ia.—Claude Armour is now mgr. of the Farmers Elvtr. Co. here, succeeding N. J. Hager who resigned.

Rudd, Ia.—C. R. Boots, "on the road" as a solicitor for some time, is now mgr. for the Farmers Elvtr. Co.

Pocahontas, Ia.—R. Hunt is now mgr. of the Farmers Elvtr. Co. He was formerly mgr. at Royal of the Farmers Elvtr. Co.

Emmettsburg, Ia.—E. H. Rudloff has resigned as mgr. for the Farmers Elvtr. Co. and V. Fitzpatrick, formerly ass't mgr., is now mgr.

Hartley, Ia.—The elvtr. of the Pavik Grain Co., which was closed for repairs for some time, is now in up-to-date condition and is in operation again.

Hanlontown, Ia.—E. M. Brunsvold has succeeded J. M. Knutson as sec'y and auditor of the Farmers Elvtr. Co. and Abel Kassa replaces Conrad Nelson as mgr.

Whittmore, Ia.—Squire Heathman, formerly mgr. for the Farmers Elvtr. Co., is alleged to have been bound over to the grand jury at Plover for attempting to extort money.

Des Moines, Ia.—The J. C. Lake Grain Co. has succeeded the Iowa Grain Co., which has been dissolved. Offices are in the Citizens National Bank Building and Mr. Lake is pres.

Royal, Ia.—E. V. Peterson has succeeded N. C. Hunt as mgr. for the Farmers Elvtr. Co. He was formerly mgr. for the farmers at Langdon. Mr. Hunt is now mgr. at Pocahontas.

Harris, Ia.—The elvtr. burned at this station June 12 was operated by the Davenport Elvtr. Co. who bot it a year ago from Stockdale & Maack. I have been agt. for both firms for a long time.—H. Umblad, mgr.

Clear Lake, Ia.—Work on the new elvtr. of the Farmers Elvtr. Co. has been started by the Nelson King Constr. Co., which has the contract. P. J. Pederson succeeds Sam Kennedy as pres., Mr. Kennedy resigning.

Ticonic, Ia.—The Sioux Grain Co. is thrown into involuntary bankruptcy in an action filed against it in federal court by the Edwards & Bradford Lumber Co., the Flanley Grain Co. and A. Menin of Smithland, Ia. Fred Miller, mgr. of the company, died recently.

Sioux City, Ia.—The annual meeting of the stockholders of the Farmers Terminal Elvtr. Co. was held June 28, and the following officers were elected: James J. Gill, Elk Point, S. D., pres. C. P. Downing, Ute, Ia., vice-pres., and Geo. O. Strom, Sioux City, sec'y and treas.

Rock Valley, Ia.—E. W. Hartless, mgr. for the Farmers Elvtr. Co., is suffering from an arm broken in 2 places. His sleeve got caught in a chain drive and drew his arm into the machinery before it could be stopped. The arm is badly crushed and may have to be amputated.

Hobarton, Ia.—E. R. Rising, mgr. for the Farmers Elvtr. Co., was seriously hurt recently when a block of wood 1x4 in.x6 ft. used as a brace at the top of the elvtr., fell a distance of 50 ft. and struck him on the head. He was unconscious for some time and as no one saw the accident it was some time before he was found. It required a number of stitches to sew up the gash.

Gray, Ia.—L. D. Hochstrosser, for the last 3 years mgr. for the Trans-Mississippi Grain Co., has disappeared. He opened the elvtr. as usual in the morning, but some time during the day left for Manning and he has not returned. Mr. Hochstrosser was ill with erysipelas about a year ago and it is feared that the disease has left his mind in a weakened condition. His wife and 4 children are at a loss to know why he has left.

Lewis, Ia.—W. F. Shindley was badly hurt when his automobile turned over in a hole in the road as he was returning from the As-Kar-Ben celebration of the Omaha Grain Exchange. He was taken to a hospital where it was found his shoulder was broken, but as yet no other serious injury is reported.

KANSAS

Atwood, Kan.—Geo. Bastian has got the elvtr. of the C. W. Miner Grain Co. here.

Garfield, Kan.—Olson Bros. have sold the Garfield Mills plant to A. L. Abrahamson.

Norton, Kan.—I am still mgr. for the Stinson Grain Co. at this station.—R. E. Butler.

Galesburg, Kan.—The Galesburg Grain Co. has been organized here and R. E. Ferguson is mgr.

Mullinville, Kan.—The Kansas Flour Mills Co. will install the Olson Gravity Truck & Dump in its elvtr.

Concordia, Kan.—I am now located here.—W. H. Beatty. (Mr. Beatty recently sold his elvtr. at Wakefield.)

Rexford, Kan.—Jennings & Roller recently bot the "North Elvtr." owned by Eubanks & Osborne.—Fred Mosher.

Nettleton, Kan.—A. E. Strobel is now mgr. for the Farmers Grain & Produce Co., Jos. D. Zook was former mgr.

Protection, Kan.—C. M. Steen, mgr. for the Farmers Co-op. Grain & Supply Co. has resigned and Chas. Edsall will succeed him.

Salina, Kan.—Dilts & Morgan and the Salina Produce Co. will trade offices in the Pribble Building. Dilts & Morgan want more space.

Muiwane, Kan.—The recently organized Muiwane Co-op. Union will build a new and modern elvtr. in the near future.—R. W. Hunt, mgr.

Great Bend, Kan.—The Kemper Grain Co. has moved its offices out of the Board of Trade building and is now located in the Born Store Building.

Assaria, Kan.—I am now mgr. for the Farmers Mill & Elvtr. Co. here, was formerly mgr. with the Greensburg Milling Co. at Greensburg.—R. A. Ward.

Garnett, Kan.—I am still at this point.—John McClune. (It was recently reported that Mr. McClune had leased the elvtr. of C. H. Wayne at Taylor Ridge, Ill.)

Emmett, Kan.—The elvtr. of the Farmers Union Elvtr. Co., containing 3,000 bus. of wheat and a large quantity of flour and feed, burned June 27 with a loss of \$20,000.

Greensburg, Kan.—The Farmers Grain & Supply Co. of this city will be merged with the Brenham Merc. Co., Brenham, (Haviland p. o.) and will be managed from the one office.

Salina, Kan.—The Frisco Elvtrs. at Kansas City, Mo., will open a branch office here in charge of David C. Logan, whose father is Frank P. Logan of Farnum, Winter & Co. at Kansas City.

Price, Kan.—The elvtr. of the Price Co-op. Exchange was recently threatened by fire due to sparks from a passing engine. The blaze was seen at once and extinguished without serious damage.

Sedgwick, Kan.—The Sedgwick Mills will build a 32x40 ft., two story warehouse of fire-proof construction, and will equip it with a stand of elvtrs. and other machinery. The estimated cost is \$10,000.

Wakefield, Kan.—We will use the elvtr. we recently bot from the Wakefield Grain Co., for coarse grains, so as to enable us to handle wheat to better advantage in our elvtr. near the mill.—Wakefield Milling Co.

Topeka, Kan.—The annual stockholders' meeting of The United Elvtrs. Co. was preceded by a dinner given by A. H. Bennett, the pres., at the Elks Club in that city, Saturday evening, July 2, in honor of the attending stockholders. This company, organized in 1919, operates a line of country elvtrs. in the heart of the Kansas wheat belt.

Colony, Kan.—The new elvtr. of the Grangers Co-op. Ass'n is of concrete construction with 20,000 bus. capacity. The equipment includes 600-bu. sheller and cleaner, a wheat cleaner grinder, automatic scales and 2 legs. Del Carr is mgr.

Trousdale, Kan.—The mill which we are remodeling into an elvtr. was formerly the property of the Trousdale Mill & Power Co. The Hopper Scale will be replaced by a Fairbanks Automatic Scale.—J. W. Martin, mgr. of Producers Grain Co.

Cedar, Kan.—The Farmers Union has withdrawn from the county ass'n and now operates as a local union under the name of the Cedar Farmers Union Co., not Smith County Farmers Union Co. It will probably put in a corn loader soon.

Wilburton, Kan.—The engine room of the elvtr. of the Farmers Elvtr. Co. burned recently but the fire was confined to the room finally by the use of a fire extinguisher. The blaze originated from the gasoline engine and when water was thrown on it, it spread rapidly.

HUTCHINSON LETTER

The Hutchinson Board of Trade has been directed by the attorney-general, R. J. Hopkins, to discontinue the practice of compelling members to post their bids on grain to arrive and to maintain a margin of one cent a bushel on such bids, holding that the practice is a violation of the anti-trust laws of the state.

Jay Hausam & Co. and the Hausam-Bateman Grain Co. have consolidated their interests, forming a new organization under the name of Hausam Brothers Grain Co., composed of Jay Hausam and Louis Hausam. A general grain business will be conducted by the new firm.—Hausum Brothers Grain Co., By Jay Hausam.

WICHITA LETTER.

W. T. Whitney is now associated with the Stevens-Scott Grain Co.

Harry J. Williams, formerly with the Williamson Grain Co., is now associated with Geo. Koch Grain Co.

Three creditors of the H. Q. Hay & Grain Co. have petitioned the court to declare the company bankrupt.

Dewey F. Hunter, formerly cash grain buyer of Dilts & Morgan here, is now mgr. of Dilts & Morgan's new office at Oklahoma City, Okla.

Ben Chinn, who has been associated with Mr. Hunter for the past 11 years, will go to Oklahoma City as Dilts & Morgan's operator.

C. W. Stiles, formerly with Goerz Flour Mills Co. at Newton, Kan., has accepted a position as ass't mgr. of the grain department of the Larabee Flour Mills Corp.

J. B. Geis, who was formerly a partner of the Foot-Geis Grain Co., is now associated with the Wichita Terminal Elvtr. Co. The old firm will now be known as the Foot Grain Co.

J. S. Friesen of the Moore-Friesen Co. has closed the office and is now devoting his time to managing his ranch in the western part of Kansas and looking after his country stations.

Ray Green, sec'y of the Wichita Terminal Elvtr. Co., was married June 25th to Miss Lydia Hoffmann of Chicago, Ill. Upon his return here he presented the Board of Trade members with 2 boxes of oranges.

J. W. Gerhardt, who has been mgr. of the Hipple Grain Co. for the past 2 years, has resigned and will be located at Enid, Okla., as mgr. of the new office which Wallingford Bros. Grain Co. is opening at that point.

J. A. Woodside of the Woodside Grain Co. has moved from the old quarters in the Sedgwick Bldg. to the Wheeler, Kelly & Hagny Bldg., now leaving the Strong Trading Co. as the only Board of Trade members in the old building.

Alva B. Schaefer of the Schaefer Grain Co. has resigned as a director of the Board of Trade, and at a recent meeting of the directors, S. P. Wallingford of Wallingford Bros. Grain Co. was unanimously elected to fill the vacancy left by Mr. Schaefer's resignation.

J. R. Harold, who for a number of years was in the grain receiving business at Wichita and for the last three years has been mgr. of the cash grain dept. of the Red Star Mill, has re-engaged in the grain business under the style of J. R. Harold Grain Co. His many friends in the trade surely wish him every success.

The officers of the Board of Trade were guests of the Rotary Club, June 20, to hear talks in regard to the grain situation and legislation affecting it. L. H. Powell, W. F. McCullough, Paul J. Matthews and E. F. Beyer were the speakers of the evening and answered the many questions of the Rotarians as to the grain trade. So great an impression did the talks make on the hosts that the following week the same gentlemen were the guests of the Advertising Club of the city where the talks and explanations were repeated.—R. B. Waltermire, sec'y, Board of Trade.

S. P. Wallingford recently returned from a trip to New Orleans and Galveston where he visited the 2 offices of the Wallingford Bros. Grain Co. The office at New Orleans is in charge of Mr. Yowell and Mr. Leonard Bell is mgr. of the Galveston office. Wallingford reported that he found elvtrs. in both New Orleans and Galveston very low on stocks and very little wheat coming in, much to his surprise, however, both New Orleans and Galveston report that they expect very heavy receipts in a very few days' time.—R. B. Waltermire, sec'y, Board of Trade.

E. K. Nevling, buyer for the Schaefer Grain Co., died at 8:30 p. m., July 6th, following an operation. He was taken to the hospital about 3 days ago. Mr. Nevling has resided in Wichita 35 or more years and during that time he has been very active in the grain business, having served as president of the Board of Trade and also as treasurer for a number of terms. At one time he operated the terminal elvtr. now operated by the Imperial Mills. Co. Mr. Nevling is survived by his widow and one daughter who is an instructor in the Junior High School here, and to them we extend our sympathies.—R. B. Waltermire, sec'y, Board of Trade.

KENTUCKY

Hopkinsville, Ky.—John W. Garnett, formerly sec'y and mgr. for the Hopkinsville Mfg. Co., has been elected pres. of the company.

LOUISIANA

New Orleans, La.—I have added a grain department to my business of broker in cotton seed products, and kindred feed stuffs.—H. L. Landry.

New Orleans, La.—Work on the new marine legs on the Public Dock elvtr. has been started and should be completed in two months and a half. A. M. Crane & Co. have the contract.

MARYLAND

Baltimore, Md.—Thos. C. Craft, Jr., vice-pres. of the Baltimore Grain Co., was recently called to his old home in Wilmington, N. C., by the serious illness and death of his father, who was 75.

Baltimore, Md.—A dust explosion in the passenger lift in the Port Covington Elvtr., July 5, slightly injured 3 men. J. J. Dimling, weigher for the company, and Paul Gebhard, checker for the Chamber of Commerce, were burned on the face and arms, while Wm. George was cut on the hand. The explosion is believed to have been due to friction. The injuries as well as the damage were slight.

MICHIGAN

Hastings, Mich.—Hastings Co-op. Elvtr. Ass'n is equipping its elvtr. with a complete Hall Special Elvtr. Leg.

Cadmus, Mich.—The Cadmus Co-op. Ass'n has now organized and has bot the elvtr. here. C. H. Hall is pres and Matther-Brenner, sec'y-treas.

Grand Blanc, Mich.—B. L. Harris, mgr. of our company for the past 3 years has resigned. L. Thomas of Saginaw will succeed him.—Grand Blanc Co-op. Elvtr. Co.

Berrien Springs, Mich.—The new 22,000-bu. elvtr. of the Gleaners Clearing House Ass'n, 100x200 ft. on the ground has been completed. Harry R. Bennett formerly mgr. for the Lewellyn Elvtr. Co. at Shelby, is mgr.

Northville, Mich.—The name of the company succeeding the Northville Milling Co. is the Northville Milling & Lbr. Co., not Northville Grain & Lbr. Co. The new company writes: We are building a mill and elvtr. on the P. M., installing a 50-bbl. mill. Will also buy and sell grain. Plant will be ready Aug. 1.

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MINNESOTA

Hadley, Minn.—G. H. Chapman is now mgr. for the Farmers Elvtr. Co.

Glenwood, Minn.—The elvtr. of the Farmers Elvtr. Co. was recently burned.

Duluth, Minn.—F. S. Lewis has applied for membership in the Board of Trade.

Isanti, Minn.—The Co-op. Produce Co. here will build a 12,000-bu. elvtr. of frame construction.

Sauk Rapids, Minn.—The Sauk Rapids Elvtr. Co. has bot the warehouses of W. H. Ferrel & Co.

Buffalo Lake, Minn.—Martin Quest has succeeded P. H. Fabel as mgr. for the Farmers Elvtr. Co. Mr. Fabel has been mgr. for 8 years.

Faribault, Minn.—The elvtr. of the Commander Elvtr. Co. was recently struck by lightning but the resultant damage was small.

Dundas, Minn.—The recently reorganized Farmers Co-op. Elvtr. Ass'n of Northfield has bot the elvtr. of the Farmers Merc. & Elvtr. Co. here, paying \$1,400.

Prairieview, Minn.—The Farmers Co-op. Ass'n incorporated by David Capstick, W. A. Webbs, and L. G. Roberts for \$20,000. Grain, seeds, etc., will be handled.

Duluth, Minn.—The Hickman Grain Co. has been admitted to membership in the Board of Trade and the R. B. McClean Co. has resigned its membership in the exchange.

Duluth, Minn.—M. C. Rheinberger and T. L. Gibson have been admitted to membership in the Board of Trade and the memberships of C. M. Case and E. S. Jennings have been withdrawn.

Madelia, Minn.—The plant of the C. S. Christensen Co., which is now in bankruptcy, is closed pending the sale of the properties of the company by R. C. Soule, Minneapolis, who is a trustee.

Waseca, Minn.—The plant of the defunct Waseca Milling Co. was sold June 20 to the Cargill Com's'n Co., for \$13,000 cash, assuming all encumbrances amounting to about \$12,000, by J. A. Flittie, referee in bankruptcy. Creditors, it is reported, will receive 10c on the dollar.

Dugdale, Minn.—The elvtr. of the Red Lake Falls Milling Co. burned June 23. Three carloads of wheat and a few oats were also destroyed. The fire started at 12 noon and is believed to have been due to an overheated bearing. The loss is estimated at \$9,000 and is covered by insurance.

Red Wing, Minn.—Harold M. and G. Ellsworth Meech, members of Meech & Stoddard of Middletown, Conn., have bot the interest of H. L. Stebbins in the Red Wing Milling Co. Mr. Stebbins died recently. Harold Meech will probably move to this city and manage the company which has been reorganized with the following officers: Pres., H. M. Meech; 2 vice-pres., E. G. Meech and D. R. Jones; sec'y-treas., John Dengler and ass't sec'y, Harry Larson. The old company in Connecticut was established in 1871.

MINNEAPOLIS LETTER.

The Hagen Grain Co., Inc., is now out of business here and Mr. Hagen is out of the grain business.

W. E. Scroggins has returned from California where he has been for the past 2 years for his health.

J. R. Brooks, pres. of the Brooks Elvtr. Co., is mourning the loss of \$2,000 worth of rugs and silverware, taken from his home recently by burglars who ransacked the first floor of the house.

Chas. E. Anderson, whose death was reported in our last number, died of double pneumonia. He had been suffering from eye trouble for the last two or three years and this had weakened his constitution.

The State Grain Board of Appeals at the annual meeting held in this city recently adopted the federal standards on wheat and only made one change on any grains which was the insertion of the words, "reasonably plump" as applied to No. 2 barley.

The Campbell Commission Co. is a new company here handling consignments of hay and straw, with offices in the Chamber of Commerce Building. It is a partnership between H. E. Campbell and H. R. Elliott, both of whom have been connected with the trade in the twin cities for many years.

Frank Hurley, recently arrested on the charge of having forged the name of R. W. Little to a check for \$500, is said to have pleaded guilty and to have been given an indeterminate sentence at Stillwater penitentiary. He was mgr. for Shearson, Hammill & Co. in this city for 8 years. The office was closed June 30. The shortage in his accounts is said to be \$40,000.

Fees for inspecting and weighing grain in Minneapolis were increased July 1 because light receipts at that market have reduced the earnings of the state weighing and inspecting department. G. H. Tunell, chief inspector, has announced. The charge for inspecting flax and corn is to be increased from \$1.25 to \$1.50 per car of 1,000 bus. The charge for inspecting all other grains is to be raised from \$1 to \$1.25 a car. Weighing fees are to be increased from \$1 to \$1.25 a car.

The following amendments to the rules of the Chamber of Commerce were adopted by a vote taken June 21: The directors are hereby authorized to purchase and retire memberships in the Ass'n whenever in their opinion the necessary funds are available and the best interests of this Ass'n will be advanced by such purchase. They shall have authority to fix the price at which memberships shall be purchased and retired but said purchase price shall at no time exceed the sum of \$7,500 per membership.

MISSOURI

Independence, Mo.—The May Grain Co. is planning an elvtr. here.

Tuscumbia, Mo.—The Farmers Exchange has been capitalized for \$40,000.

Hassard, Mo.—John Kendrick is now mgr. for the Hassard Elvtr. Ass'n.

Louisiana, Mo.—J. C. Pribe is mgr. of our company.—Louisiana Elvtr. Co.

Amsterdam, Mo.—The Blaker Lbr. & Grain Co. has repaired its plant here.

Bigelow, Mo.—The Farmers Elvtr. Co. has leased its elvtr. here for a year.

Kingsville, Mo.—The warehouse of Rolla McConnel burned June 20, with a total loss.

Oregon, Mo.—The Farmers Elvtr. Co. has been organized and Frank Morris is sec'y.

Chaffee, Mo.—The new elvtr. of the Enterprize Mill & Elvtr. Co. has been completed.

Rushville, Mo.—The Rushville Elvtr. Co. will install a Hall Signaling Distributor in its elvtr.

Lockwood, Mo.—The Farmers Exchange Co-op. Ass'n has incorporated for \$50,000 with I. F. Preston as director.

East Prairie, Mo.—The DeField Grain Co. has been formed by W. E. and E. C. DeField and will operate here.

Paris, Mo.—The Paris Farmers Elvtr. & Exchange Co. has been incorporated for \$30,000 and will start business soon.

Holiday, Mo.—The Holiday Elvtr. Co. has been incorporated and has bot an elvtr. which it has been operating for some time.

Dixon, Mo.—The recently organized Farmers Co-op. Co. has started work on its new 5,000-bu. elvtr. The excavations have been completed.

Clarksville, Mo.—The Clarksville Elvtr. Co. has a capital stock of \$20,000. Recently it bot the elvtr. of the Carter-Shephard Milling Co. here.

Crocker, Mo.—H. L. Hoops has traded his farm to C. Casey for his interest in J. L. Hoops & Co., which will now operate as J. L. Hoops & Son.

Madison, Mo.—The Madison Co-op. Elvtr. & Exchange Co. has been incorporated and will build an elvtr. It has been operating a warehouse since it was organized in October.

Pierce City, Mo.—The Vance Milling Co. is now in the hands of G. M. Seebree, of Springfield, as receiver. The company has two plants, one here and one at Ash Grove, Mo. An effort will be made by stockholders to keep the plants in operation under the receivership.

Jefferson City, Mo.—A bill raising the salaries of the grain inspection department employees has been introduced in the state legislature. The salaries suggested are: The chief inspector \$3,000 per year; three deputy inspectors and two clerks \$2,500 each; supervisor of inspectors, \$2,000; assistant registrar, \$1,800; all clerks, \$1,800 each; weighers and helpers, \$1,000 each; stenographers, \$1,000 each.

ST. JOSEPH LETTER.

The Carter-Williams Grain Co. has been incorporated for \$5,000 by H. M. Murray, Louis Komer and Geo. W. Carter.

The membership of G. F. Hilts, local mgr. of the Larabee Flour Mills Corp., has been posted for transfer to Ashby Woodson, who will succeed Mr. Hilts, lately transferred to the Kansas City office.—N. K. Thomas.

T. P. Gordon, one of St. Joseph's veteran grain dealers, and who has for the past year or so been conducting a wire office here, has sold out his holdings to B. C. Christopher & Co., main offices Kansas City. Mr. Gordon's membership is posted for transfer to J. H. Lee, wire operator for the firm of T. P. Gordon.—N. K. Thomas.

KANSAS CITY LETTER.

The Exchange Elvtr., operated by Jos. F. Albrecht, has been declared regular by the directors of the Merchants Exchange.

The Kansas-Missouri and the Missouri-Kansas Terminal Elvtrs. of the Pacific Elvtr. Co. were closed for a few days for weigh-up and repairs.

M. C. Fears is still acting chief inspector here and it is believed that he will be permanently appointed to the position by Governor Hyde.

C. Powell Smith has taken over his father's, J. Allen Smith, membership in the Merchants Exchange, owing to the latter's death some time ago.

The grain office of E. F. Leland & Co., known as the "Stock Yards" office, has been taken over by B. C. Christopher & Co. The Leland wire will be continued.

At the recent meeting of the Kansas Flour Mills, Corp., F. C. Kath, of Topeka, was elected to succeed Frank S. Larabee, who died recently, as pres. of the corp.

James T. Bradshaw, former Missouri warehouse commissioner, has instituted quo warranto proceedings in the Supreme Court to oust T. K. Hedrick, appointed by Governor Hyde, when he removed Bradshaw from office.

A com'te headed by H. W. Baker of Concordia, Kan., bot the plants and property of the Kaull Milling Co., which went into receiver's hands, about the first of March, 1921, at the receiver's sale June 23, paying \$300,000. It is reported that the company will be reorganized and Mr. Barker will be pres. John Nicholson will continue as mgr. He has been operating the plant here in the interest of the stockholders since the failure under permit from the court. The property at Glen Elder, Kan., was included in the sale, but it will probably be resold. The sale automatically ends the receivership. A new name will probably be selected.

ST. LOUIS LETTER.

Frank J. Lawler has applied for membership in the Merchants Exchange.

John Duffy, whose membership in the Merchants Exchange antedated the civil war, and who retired a few years ago, celebrated his 101st birthday recently. Many of the old time grain men remembered him and helped him to celebrate the occasion.

David Carlisle, 81 years old, who was born in St. Louis and lived here all his life, died June 20 at the home of his daughter, Mrs. B. H. Lang. He was formerly in the grain business, but retired 15 years ago. He was a member of the Merchants' Exchange 40 years. Death was due to effects of a stroke of paralysis sustained 5 years ago and to old age. He is survived by his wife and two sons and two daughters, Samuel Carlisle of Omaha, Neb., and David Carlisle, Jr., of Ontario, Cal., Mrs. Lang and Mrs. George Gambrill of this city.

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Affairs of the state grain inspection department here are running smoothly and James J. Gilmartin, chief deputy inspector, is still in charge. It is believed that no change will be made here or at St. Joseph, where all of the old deputies and clerks are at work.

MONTANA

Huntley, Mont.—G. B. Ladd is mgr. of my elvtr. here.—Frank A. Cousins.

Belgrade, Mont.—Having finished repairs on the plant, the Gallatin Valley Milling Co. is again operating.

Jordan, Mont.—W. Weldon, of Marshfield, Wis., has bot the stock of F. B. Green in the Jordan Flour Milling Co.

Lewistown, Mont.—The plant of the Montana Flour Mills Co. has been thoroughly overhauled and is again in operation.

Joliet, Mont.—F. M. Webb has bot the elvtr. of the defunct Farmers Co-op. Elvtr. Co. here and is the only dealer here.

Ashland, Mont.—The plant of the Ashland Milling Co. will be put into No. 1 condition. Repairs are now being made.

Corvallis, Mont.—The Farmers Co-op. Elvtr. Co. hopes to be able to handle this year's crop. The company is now organizing.

Miles City, Mont.—Charles Hanson is reported interested in the erection of a mill and elvtr. here to cost \$100,000.

Carter, Mont.—M. M. Mosher, formerly mgr. of the elvtr. of the Farmers Mill & Elvtr. Co., Belt, is now mgr. for the Farmers Elvtr. Co. here.

Worden, Mont.—I have closed my elvtr. at this station until the new crop moves. F. M. Webb, former mgr., bot an elvtr in Joliet of his own.—Frank A. Cousins.

Hardin, Mont.—Frank Wright, formerly mgr. for the Farmers Mill & Elvtr. Co., at Belt, Mont., has leased with the privilege of buying, the local milling plant.

Billings, Mont.—The W. P. Ladd Co. has opened offices here in the Hart-Albin Building. Special attention will be given to car lot business in grain, coal, feed, seeds, beans and hay.

Belt, Mont.—M. M. Mosher, for the last 3 years mgr. of the elvtr. of the Belt Farmers Mill & Elvtr. Co. has resigned and is now mgr. of a farmers company at Carter. A. E. Hotekin is the new mgr. here.

NEBRASKA

Roscoe, Neb.—The Farmers Co-op. Ass'n has been incorporated.

Stella, Neb.—The Farmers Union Co-op. Ass'n is reported dissolved and out of business.

Tekamah, Neb.—Frank Rienert has succeeded W. H. Keon as mgr. for the Latta Grain Co.

Parks, Neb.—The Parks Equity Exchange has increased its capital stock to \$40,000.

Gordon, Neb.—The Farmers Elvtr. & Produce Co. will install 2 Hall Distributors in its elvtr.

Juniata, Neb.—We will not build a mill and elvtr. here. It will be built at Wauneta.—Juniata Milling Co.

Stratton, Neb.—The Nebraska-Colorado Grain Co. will equip its elvtrs. with a Hall Signaling Distributor.

Lincoln, Neb.—The new law regulating the distribution of cars in Nebraska is published elsewhere in this number of the Journal.

Valley, Neb.—The Valley Stock Yards & Grain Co. has increased its capital stock to \$500,000. L. E. Whitmore is sec'y of the company.

Deshler, Neb.—I have resigned as mgr. for the Farmers Elvtr. Co. here and am now operating the elvtr. I bot at Davenport.—A. J. Schoenfeld, Davenport.

Winnetoon, Neb.—H. Schwartz, who is a partner of Chas. Van Camp, in the elvtr. of Schwartz & Van Camp, is managing the elvtr. here for the present.

Waco, Neb.—Geo. H. Owens, formerly mgr. for the Independent Grain Co., now owned by the Ferguson Grain Co., will remain as mgr. for the new company.

Staplehurst, Neb.—Walter A. Zilling is now mgr. for the Staplehurst Grain Co. C. R. Hill was formerly mgr. This company is same as Farmers' Elvtr. Co.

Heartwell, Neb.—I am a brother of J. H. Morris who sold his elvtr. to the Heartwell Grain Co., which is now out of business. I am now operating the elvtr.—Morris Grain Co.

Sholes, Neb.—The elvtr. of the Wm. Slaughter Grain Co. containing about 200 bus. of grain, burned June 28. The loss is placed at \$7,000 and is nearly covered by insurance.

Ragan, Neb.—G. R. Klein, formerly mgr. for the Farmers Elvtr. Co. at De Witt, has moved to this city where he will be mgr. for the Farmers Grain & General Shipping Ass'n.

Davenport, Neb.—I have bot the elvtr. of the Farmers Shipping Ass'n here and am now operating it. I was formerly mgr. for the Farmers Elvtr. Co. of Deshler.—A. J. Schoenfeld.

Bushnell, Neb.—We have increased our capital stock to \$75,000 and we have installed 2 motors. We have closed a very successful year.—J. H. Nygren, mgr., Farmers Union Co-op. Ass'n.

Omaha, Neb.—S. S. Carlisle of the Carlisle-Burns Grain Co. was recently called to St. Louis, Mo., by the serious illness of his father, David Carlisle. The senior Carlisle died June 30 at the age of 80.

Edgar, Neb.—I am now located here and all mail should be addressed to me care of Shannon Grain Co. Was formerly at Wray, Colo.—C. H. Taylor. (Mr. Taylor is traveling representative for the Shannon Grain Co.)

Fremont, Neb.—Frank Fowler, pres. of the Nye-Schneider-Fowler Co., at a conference June 30 with 4 Omaha banks holding claims for \$611,000, agreed to place the affairs of the company in the hands of a com'te of creditors.

Octavia, Neb.—I purchased 4 elvtrs. April 1 and they are now being operated by me. I was formerly treas. of the Octavia Lumber & Grain Co. which firm is entirely out of business.—H. C. Rurup. (Elvtrs. are at Octavia, Bee, Cordova and Thayer.)

Omaha, Neb.—Members of the Grain Exchange royally entertained nearly 200 grain men from Nebraska, Iowa, South Dakota, etc., June 25. A big chicken dinner was served on the trading floor of the exchange and the guests were later taken to the "Deu" entertainment.

McCook, Neb.—The entire force working at the elvtr. of the McCook County Exchange, has resigned, including Mgr. Hammell. The trouble started when the company reduced the wages of the outside help 15% with the exception of the lumbermen. The mgr., bookkeeper and the rest of the office force resigned thru sympathy.

NEW ENGLAND

Richmond, Vt.—Geo. E. Bartlett has resigned from the Richmond Grain Co., Inc.

Greenfield, Mass.—E. C. & W. L. Hopkins are making additions and alterations in their plant to the extent of \$25,000.

Portland, Me.—The New England Grain Co., with a capital of \$100,000, has been organized here. Leon Herman is pres., Alfred Herman is treas. and Israel Bernstein is sec'y, all of Portland.

Boston, Mass.—The C. P. Washburn Co. has incorporated for \$95,000, to deal in grain, hay and fertilizer. The directors are: pres. and treas., C. P. Washburn, Middleboro, Mass.; sec'y, Anna K. Washburn, and Joseph A. Bassett.

Middletown, Conn.—Harold M. and G. Ellsworth Meech of Meech & Stoddard, have bot a large interest in the Red Wing Milling Co., Red Wing, Minn. and the former will move to that city to act as manager of the new company. The brothers have been in the grain business here for half a century.

Brattleboro, Vt.—The business of E. Crosby & Co. which went into bankruptcy some time ago, has not been cleared as yet because of the death of Chas. E. Crosby, pres., who committed suicide after the crash, leaves it as part of the estate which must go thru the regular court routine. It is hoped that the business will be reorganized.

NEW MEXICO

Clayton, N. M.—The Four-State Seed & Grain Co., whose elvtr. burned Apr. 4, is planning on building a concrete elvtr. on the same site soon.

NEW YORK

Le Roy, N. Y.—The Le Roy Grain Growers Co-op. Ass'n has been organized here.

Scottsville, N. Y.—The Harry Harrison Co., Inc., will add a hay department to its feed, grain and bean business.

Oswego, N. Y.—Suitable foundations for the new terminal elvtr. here are hard to locate. Workmen were compelled to go down 41 ft. before they found bed rock.

New York, N. Y.—Plans have been made for the building of another floor on the top of the Produce Exchange for the "Luncheon Club" but before the work can be carried out, the members must incorporate and put the club on a sound financial basis.

NORTH DAKOTA

Bowdon, N. D.—The Regan-Lynes Co. will overhaul its elvtr. The T. E. Ibberson Co. has the contract.

Armourdale (Rock Lake p. o.), N. D.—Emil E. Umbreit, of Medicine Lake, is now mgr. for the Equity Elvtr. Co.

Fargo, N. D.—Aubrey Brophy is pres. and mgr. of our company and W. B. Windsor, sec'y-treas.—Fargo Mill Co., Inc.

Elgin, N. D.—The Thompson Yards and the Mandan Merc. Co. have taken over the interests of the Curlew Elvtr. Co. here.

Grafton, N. D.—H. M. Hanson will build coal sheds and make general repairs on his elvtr. The T. E. Ibberson Co. has the contract.

Dickinson, N. D.—Bran Products Co. incorporated for \$25,000 to do a general grain business; incorporators, H. L. Reichart, W. C. Crawford and N. Minberg.

Skyeston, N. D.—The Farmers Elvtr. Co. will be re-organized with a capital stock of \$15,000. 60 out of 109 stockholders of the old company have surrendered their stock.

Glen Ullin, N. D.—The Mandan Merc. Co. and the Curlew Elvtr. Co. have bot the stock left in the Thompson Yards, after the recent fire which burned the yards and elvtr.

Crystal, N. D.—We are making a few repairs and installing a new manlift and a new direct spout. Have also put a new roof on the office.—M. MacLeod, agt. National Elvtr. Co.

Bow Bells, N. D.—Material is on the ground for the new 40,000-bu. elvtr. of A. C. Wiper which will be built on the site of the house burned in May. The elvtr. is to be completed Aug. 1.

McCanna, N. D.—The Farmers Elvtr. will overhaul its elvtr. and install a new Richardson Automatic Scale and Ibberson Double Distributor. The T. E. Ibberson Co. has the contract.

Oakes, N. D.—The elvtr. locally known as the Hawkeye Elvtr., owned by the Hawkeye Elvtr. Co., was sold recently to K. H. Greve & Son of Herreid and will hereafter be known as the "Home" Elvtr.

Huff, N. D.—The Huff Farmers Elvtr. Co. will dispose of the site of its burned elvtr. to anyone who will contract to build and operate an elvtr. in time for the 1921 crop. Frank Pitzer is acting sec'y.

Walhalla, N. D.—I own and operate 2 elvtrs. in N. D. One here and the other at Tipperary Siding. (Walhalla p. o.). I am also building a 30,000-bu. elvtr. at Haskett, Man., which will be ready July 15.—Andrew H. Lee.

Rhame, N. D.—The Farmers' Equity Union is having more than its share of disasters lately. Apr. 8, the elvtr. was discovered on fire but saved and recently it was struck by lightning and the loss is reported heavy.

Edmunds, N. D.—The fire which destroyed the elvtr. of the Andrews Grain Co., June 17, is reported to have been due to flames from smouldering dust in the basement which had been ignited a few days before. The old fire in the dust was supposed to be out and watchmen had been withdrawn. The fire occurred at midnight and the elvtr., 10,000 bus. of corn, and 2 cars of coal were a total loss.

OHIO

Ottawa, O.—The Ottawa Grain & Milling Co. has increased its capital stock to \$50,000.

Applecreek, O.—Fred C. Troxel is now mgr. for the Farmers Equity Exchange.

Willshire, O.—Lightning recently struck the elvtr. of the Farmers Equity Exchange Co., but quick discovery killed the blaze.

Wooster, O.—The Wooster Seed & Grain Co. has increased its capital stock from \$100,000 to \$125,000.

Prospect, O.—The Marion Grain & Seed Co. recently suffered a small loss due to lightning.

Lime City, O.—Lightning caused a small loss to the Perrysburg Grain & Seed Co., when the elvtr. was struck during a storm.

Hillsboro, O.—R. H. Toole has completed his new and up-to-date elvtr. here.—Robinson Grain Co., O. C. Robinson, Deshler.

Fostoria, O.—The Interstate Grain & Storage Co., incorporated for \$10,000 by F. L. Hoffman, J. W. Enright, N. R. Koffin and others.

Cincinnati, O.—L. McGauglin, of Dan B. Granger & Co., has announced to the "boys" on change his engagement to Miss Mildred Davis.

Havens (Fremont p. o.), O.—We have bot the elvtr. of the Havens Elvtr. & Supply Co. and will operate it in our own name.—I. L. Shaw & Co.

Loudonville, O.—C. E. Newman, formerly connected with Rosenbaum Bros. of Chicago, is now ass't mgr. of the Loudonville Mill & Grain Co.

Gutman (St. John p. o.), O.—The Muchinippe Grain Co. was succeeded by the Gutman Grain Co., owned by Elmer Sheets and managed by myself.—Frank M. Metz.

Canton, O.—The Canton Feed & Mfg. Co. which operates a line of elvtrs. has decided not to change its name to the Farmers Co-op. Mfg. & Elvtr. Co. as was reported.

Lima, O.—Derck & McNeff, formerly in charge of the office of the Taylor-Bournique Co. here, are out of business now. Mr. McNeff dropped out of the company some time ago and Mr. Derck has discontinued the business.

Mansfield, O.—Since the death of H. S. Nelson and the retirement of A. F. Cline, the business at the Cline & Nelson Elvtr. has been taken over by A. L. Martin and J. E. Fendrick. Hereafter the firm will be known as Martin & Fendrick.

Orient, O.—The Orient Grain Co. sold a 2% interest in its elvtr. to Heffner & Snow of Circleville, O. But it will be operated under the same name as heretofore—Orient Grain Co. (The company was reported as having been succeeded by the Heffner Grain Co.)

Piqua, O.—The dealers in Section A. of the Miami Valley Grain Dealers Ass'n held a meeting at Hotel Favorite in this city at 7:30 p. m., June 29. The following evening, Section B met at the Hotel Steinburg at Wapakoneta. Both meetings were interesting and instructive to the members.

OKLAHOMA

Jet, Okla.—F. D. Stevens has sold his elvtr. here.

Carnegie, Okla.—My elvtr. is completed and running.—J. R. Thomas.

Ringer, Okla.—Lightning struck the elvtr. of Wilson & Co. recently.

Navina, Okla.—The Farmers Elvtr. Co. will build an elvtr. Work will start at once.

Hobart, Okla.—The Farmers Co-op. Ass'n will double the capacity of the elvtr.

Eagle, Okla.—E. G. Black is now mgr. for us at this station.—Farmers Produce & Supply Co.

Gotebo, Okla.—I am now mgr. for the farmers Union Co-op. Ass'n.—J. E. Balmer, also treas.

Tyrone, Okla.—Our new bin is completed and we are doing a world of business.—Hughes & Rich.

Rosston, Okla.—Wm. Orr, formerly agt. for the Oklahoma Export Co. here, has moved to Forgan.

Texhoma, Okla.—The Wadley Grain Co. is figuring on enlarging and remodeling its elvtr. some time soon.

Fairmont, Okla.—The Farmers Elvtr. Ass'n has bot and is operating the elvtr. of the New Era Mfg. Co. here.

Hastings, Okla.—I am now located at Lawton.—Roy Frymire, formerly mgr. and part owner of the Nelson Grain Co.

Driftwood, Okla.—Driftwood Co-op. Exchange incorporated for \$10,000 by Ross Graham, F. A. Morton and W. H. Bahr.

Alex, Okla.—The Pruitt-Caldwell Grain Co. incorporated for \$7,500 by Geo. R. Caldwell and J. H. and Mrs. Annie Pruitt.

Sentinel, Okla.—J. D. Rickett, formerly mgr. for the Farmers Co-op. Co. here.

Indianapolis, Okla.—L. R. Daniels is now mgr. for the Farmers Elvtr. Co., succeeding S. Ford, who has quit the grain business.

Seminole, Okla.—The Farmers Union Co-op. Exchange has been incorporated for \$25,000 by W. F. Varnom, A. V. Silvers and others.

Enid, Okla.—John Maney has succeeded H. Dittmer as gen. mgr. for the Enid Milling Co. and the Canadian Milling Co. at El Reno.

Guymon, Okla.—S. W. Moore, formerly mgr. for the Equity Exchange, has resigned. The exchange will install a new Globe Dump as will the Security Elvtr. Co.

Texhoma, Okla.—The Texhoma Elvtr. Co. is putting a new platform under the scale and may install a truck dump. The Equity Exchange has just installed one.

Poteau, Okla.—The Poteau Mill & Elvtr. Co. has been out of commission for 10 months and the former prop. (Wm. Fitzgerald) lives in Paris, Okla.—J. L. Fitzgerald.

Guymon, Okla.—The Rogers Grain Co. has completed the installation of a Globe Truck Dump and has added two storage bins, doubling its capacity.—Byrd Rogers.

Enid, Okla.—J. W. Gerhardt, formerly mgr. for the Hipple Grain Co. at Wichita, Kan., will be mgr. here for the Wallingford Bros. Grain Co. when the new office is opened.

Olustee, Okla.—I still own a half interest in the elvtr. here and Tom Moore has bot Mr. Gibbons' interest. We will operate as the Mock & Moore Grain Co.—D. A. Mock.

Big Cabin, Okla.—The Austin Grain Co. has bot several elvtrs. along the "Katy," "Frisco" and M. O. & G. Rys. The company will probably make its headquarters in Oklahoma City.

Douglas, Okla.—The Farmers Co-op. Elvtr. Ass'n has bot the elvtr. of J. C. Pierson and will take charge July 15. Will do some repairing.—W. M. Gilchrist, mgr., Choctaw Grain Co.

Weatherford, Okla.—We have just finished our new tile office, and it is up-to-date in every way. Has fireproof vault and Howe Truck Scale. We have installed a truck dump in the elvtr.—Farmers Union Exchange.

El Reno, Okla.—H. Dittmer, for many years identified with the Maney interests, and later mgr. for the Canadian Mill & Elvtr. Co. here, says he is thru with the milling and grain business and will retire permanently.

El Reno, Okla.—The El Reno Mill & Elvtr. Co. recently bot from the trustee in bankruptcy the bakeries of the Bake-Rite System of Bakeries in Texas and Oklahoma. Those in Texas have been disposed of, but the company is now operating bakeries at Enid, Blackwell, Chickasha and El Reno in connection with its grain and milling business. Thus it is enabled to originate wheat at its own country stations, to mill it, and make the bread, placing the finished product directly on the tables of the consumers.

OKLAHOMA CITY LETTER.

Pres. Garland White, of the White Grain Co., has been seriously ill; but is very much better.

The D. C. Ewing Grain Co. of Shattuck has moved its headquarters to this city, but still maintains a branch at Shattuck.

Oklahoma City, Okla.—The Austin Grain Co. incorporated, \$5,000, by F. S. Austin, J. R. Eldridge, and F. I. Jewett.

W. L. Perkins, Jr., son of W. L. Perkins, gen. mgr. of the Perkins Grain Co., died recently of typhoid fever. He had been associated with his father in the business and was 28 years old.

Dilts & Morgan have opened a new office here with Dewey F. Hunter, formerly cash grain buyer of the company at Wichita, as mgr. Benn Chinn, also of the Wichita office, will be operator for them here.

OREGON

Myrick, Ore.—Three warehouses of the Pacific Coast Grain Elvtr. Co., one belonging to H. W. Collins and one ware house and the elvtr. of the Myrick Elvtr. Co., containing in all about 100,000 sacks of wheat, burned June 29 with a loss of \$150,000. Most of the property was covered by insurance. A grass fire near one of the plants is thot to have started the blaze.

PENNSYLVANIA

Mt. Carmel, Pa.—The plant of H. A. Bird was recently slightly damaged by fire when a building near it burned.

Philadelphia, Pa.—Gross Bros., Inc., dealing in grain and flour at Trenton, N. J., have applied for membership in the Chamber of Commerce.

Pittsburgh, Pa.—A notice reading as follows has been posted on the exchange: Interest shall be charged at the rate of not less than 6% per annum on all money advanced, to be computed from date of payment of draft until car leaves yard or elvtr. for final destination, except when the amount of such interest is less than 25c, charging of same is optional.

SOUTH DAKOTA

Elkton, S. D.—The Farmers Elvtr. Co. suffer a small loss by fire, thot to have been of incendiary origin.

Oneida, S. D.—The Farmers Co-op. Co. has bot the elvtr. of the Oneida Grain Co. M. Foster is mgr.

Lake Andes, S. D.—Farmers Elvtr. Co. incorporated for \$15,000 by W. F. Brooks, R. J. Albright and H. Hedeler.

Elrod, S. D.—The Farmers Elvtr. Co. has succeeded in selling \$20,000 worth of stock and an elvtr. will be built and operated as soon as the company is fully organized.

Strandburg, S. D.—The Hagna-Gilbert Lbr. Co. has bot the elvtr. and property of the Farmers Lbr. & Grain Co. here. The new company's headquarters are at Watertown.

Yankton, S. D.—The Excelsior Mill Co. sold out last June. We are now in charge.—McVan Elvtr. Co., per J. L. Van Tassell, treas. (He was formerly sec'y of the mills company.)

SOUTHEAST

Rome, Ga.—The Glover-McConnell Co. has succeeded the Glover-Ball Co.

Clarksburg, W. Va.—Barham & Stevenson have succeeded Barham, Lewis & Turner. H. L. Barham and R. L. Stevenson are now owners of the company.

Louisville, Ga.—Farmers and business men of this city led by W. W. Abbot, banker, are working hard for the formation of a company to built an elvtr., mill, feed plant, etc.

Lynchburg, Va.—Our lime room caught fire when water running under the rear door of the room during the recent flood, caused combustion. About 400-bbls. of lime were injured but the damage to the buildings is less than \$100. All loss is covered by insurance. A brick wall separated the lime room from the grain, feed and other stock, and there was no damage there.—Adams Bros.-Paynes Co.

TENNESSEE

Columbia, Tenn.—Parks Bros. have recently installed a corn meal mill in their sheller plant.

TEXAS

Whitewright, Tex.—The Sear Grain Co. was recently incorporated and has an elvtr.

Abernathy, Tex.—We do not know of any mill or elvtr. to go up here.—Farmers Coal & Grain Co.

Dalhart, Tex.—The Dalhart Equity Exchange will build a new office and coal bins within the next 50 to 90 days.

Lockney, Tex.—The Lockney Coal & Grain Co. has leased its elvtr. and will discontinue business for a time.

Farnsworth, Tex.—The Perryton Equity Exchange has let contract to Elbert Clift for a 14,000-bu. wood elvtr.

San Benito, Tex.—The Valley Box & Crate Factory recently built an elvtr. to handle the coming crop.—Tested Seed Co.

Plainview, Tex.—The Farmers Equity Union has leased the elvtr. of Ben Smith and Mr. Smith has been retained as mgr.

Fort Worth, Tex.—We have moved from the Touraine Building to the Neil P. Anderson Building.—Transit Grain & Commission Co.

Twitchell, Tex.—The Perryton Equity Exchange has let contract to Elbert Clift for new pit dumps and new machinery for the elvtr.

Fort Worth, Tex.—We are now in the grain business at this market with offices in the Neil P. Anderson Building.—C. M. Carter Grain Co.

Howe, Tex.—I have sold my interest in the J. A. Hughes Grain Co. here and have nothing whatever to do with it.—J. A. Hughes, now mgr. of the Sherman Grain & Seed Co.

Waka, Tex.—The Spearman Equity Exchange has let contract to Elbert Clift for a 14,000-bu. wood elvtr. with iron clad short studding, equipped with 10 h. p. engines and elvtr. leg.

Pampa, Tex.—We have recently installed a new spout, a cleaner, clutch and air dump. Have also increased our storage and given the plant a general overhauling.—C. E. Cary, mgr. La Pampa Grain Co.

Panhandle, Tex.—We are building elvtr. at this place, 8,000 bu. capacity, on Panhandle & Santa Fe Ry. Fairbanks 1,000-bu. Auto Scales, 10 ton wagon scales, 10 h. p. engine equipment, good all through. Expect to have ready for business by July 15.—J. L. Carhart Grain Co.

Sherman, Tex.—The Sherman Grain & Seed Co. has been organized with headquarters here. J. A. Hughes formerly mgr. of the J. A. Hughes Grain Co. at Howe, Texas, is mgr. A wholesale and retail grain and seed business and a general grain commission business will be conducted.

Plainview, Tex.—The following officers were elected at the recent annual meeting of the Grain Exchange: J. H. Hohlaus, pres.; A. B. Serleach, vice-pres. and A. G. Cox, sec'y-treas. Directors are the above of Plainview and Burton Thornton of Lockney, J. D. Quick of Lubbock, W. A. Porter of Tulia and R. C. Ayres also of Plainview.

Perryton, Tex.—The new elvtr. of the Perryton Equity Exchange is a 30,000-bu. wood house, 54 feet to plate above foundation. Iron clad short studding, no outside girts, 11 storage bins, and 3 working bins. Two elevator legs, Union Iron Works machinery. Trapp Gohr Donovan Air Truck Dumps, F-M 15-h. p. Engine. Elbert Clift has the contract.

Sherman, Tex.—We have purchased a direct reading grain grading scale of special design. It is adapted to making weight per bu., moisture, dockage, damage, and foreign material tests, and for field-seed testing work. A complete seed testing outfit has been added to our laboratory equipment.—Wm. L. Frank, Chief Insp., and Weighmaster, Grain & Cotton Exchange.

AMARILLO LETTER

Carl Ferguson is now mgr. of the office of E. M. Rogers here.

H. C. Adams is in charge of the office of the W. B. Stowers Grain Co. here.

J. W. Ricks is mgr. of the branch office of the Townsend Grain Co., of Happy, at this point. He was formerly mgr. for the Liske Grain Co. at Canadian.

UTAH

Ogden, Utah.—J. H. Hollister of Alber Bros. Milling company was elected pres. of the Ogden Grain Exchange at the annual meeting July 1. Other officers and directors were: W. H. Berrett, Salt Lake, vice pres.; E. R. Alton, J. M. Parker, C. J. Doon, R. E. Miller, Salt Lake; W. B. Brown, O. D. McCoy, Pocatello.

Ogden, Utah.—The growth to Ogden's grain business has resulted in the decision of the United States Bureau of Markets to establish a federal supervisory inspection office here. This was to have opened July 1 in the Col. Hudson building, but because of the delay in arrival of the inspector in charge, the opening has been postponed for a week. W. J. Morgan is in charge of the inspection for the Ogden Grain Exchange.

WASHINGTON

Seattle, Wash.—Andrew J. Bell, who with H. H. Goodrich formed a new brokerage firm, June 1, operating as Bell & Goodrich, died of acute indigestion, June 28.

Latah, Wash.—The Latah Grain Co. has been organized by Chas. Blank, Stanley Jarvis, and others. It has a capital stock of \$25,000 and has bot out the Farmers Union Grain & Supply Co. which has been in business here for 13 years. H. C. Kreyssler, sec'y-mgr. for the last 6 years, will remain in that capacity and close up the affairs of the retiring company.

Waverly, Wash.—A partnership under the name of Roberts-Squires Co., composed of J. H. Roberts and L. W. Squires has recently bot the warehouses and other interests of the Waverly Grain Co., located at Waverly, Clifton and Jefferson. J. H. Roberts has been with the Pacific Grain Co., of Portland, for the past 3 years, and 4 years previous to that with the Northern Grain & Whse. Co., of Portland. L. W. Squires has been with The Union Pacific Railroad Co. for the past 11 years. Arrangements are under way to build another frame warehouse at Waverly, 150x50 ft. to replace one which burned April 11. There is at present a 100 foot house at Waverly. A cleaner and roller

will be installed at the new house and the new firm will resume the fuel and feed business as soon as conditions will justify.—Jack H. Roberts.

SPOKANE LETTER

J. G. Starr is reported to have brot suit against the Starr Grain Co. and J. W. Balfour to recover \$10,000. He is also said to have asked that a receiver be appointed.

The Neil Bros. Grain Co. has brot an action against the Pacific Grain Dealers Ass'n alleging that the Ass'n had not complied with their request for a retraction of statements contained in a circular letter sent out by the Ass'n. Damages amounting to \$40,000 are asked.

The Washington Wheat Growers Ass'n has taken over an entire floor in the Madison Hotel here and will use it for offices, which will also be the headquarters for the Northwest Wheat Growers Ass'n of which Geo. Jewett is gen. mgr. The Tri State Warehouse Co. will also have offices in the same building.

WISCONSIN

Fenwood, Wis.—W. J. Willmer is mgr. for the Wisconsin Hay & Grain Co. here. The company recently bot a warehouse.

New Glarus, Wis.—The Freitag & Hefty Co. has been organized here to deal in feeds and grain. H. T. Freitag and Henry and Peter Hefty are members of the company.

Lomira, Wis.—Albert Sterr of Sterr Bros. has bot all the interests of his brothers and will conduct the business in his own name. Included was the Star Malt & Grain Co.

Maiden Rock, Wis.—The Grange Hall Shipping Ass'n has been incorporated for \$5,000 and will handle wheat, other grains, live stock, etc. L. J. O'Connell, Gideon Mortimer and Paul Gilles are interested.

MILWAUKEE LETTER.

Commencing July 9 trading in wheat for August delivery has been authorized by the Board of Directors.

The rate of interest on advance for July has been fixed at 7½% by the finance com'tee of the Chamber of Commerce.

Thos. M. Sampson, formerly vice-pres. and mgr. for the Moering Grain Co., is now connected with the W. C. Mitchell Co.

July 1, the fee for supervision of grain weighing when loaded from elvtrs. into cars is now 50c per car at all industries, become effective.

R. W. Houghton, a member of the Chamber of Commerce for 28 years, died recently. He was pres. of the Wilbur Lumber Co., which has a line of elvtrs. thru the state with headquarters in this city.

Frank W. Donaldson, Frederick G. Sprague, Henry M. Heberlein, Wm. M. Shirley, Jr., A. V. Booth, M. P. Mansfield, Floyd W. Shepard, and Brackett B. Denniston, have been elected to membership in the Chamber of Commerce; and the memberships of H. J. Pauly, Faustin Prinz, E. N. Osborne, dec'd., Floyd W. Shepard, Kurt Kanowsky, Frederick Layton, dec'd., Art B. Meyer, Additional, Wm. H. Bartz, Joy M. Hackler and Loyal Durand have been transferred.

THE PERMANENT tariff bill as introduced in the House June 29 provides for duties on cereals as follows: Barley, fifteen cents a bushel, Underwood, same; buckwheat, 30 cents a hundred pounds, Underwood free; corn, 15 cents a bushel, Underwood free; macaroni, 1½ cents a pound, Underwood 1 cent; oats, 10 cents a bushel, Underwood 6 cents; milled rice, 2 cents a pound, Underwood 1 cent; rye, 10 cents a bushel; wheat, 25 cents a bushel; wheat flour and products, 50 cents a hundred pounds; bran and by-products, \$1.50 a ton; cereals, breakfast food, 17 per cent, all free in Underwood act.

RUSSIA'S inability to supply Switzerland with the various grains during and since the war have increased the American sales in that country. Swiss grain imports from the United States during 1920 amounted to 248,859 metric tons, compared with 178,608 metric tons imported during 1913.

THE BIG WAGE reduction of July 1 on the railroads dwindles to about 7 per cent when the retention of the 8-hour day is considered.

Chokes.

BY CAL.

CUP GREASE containing dirt is a very unsatisfactory lubricant. Covered containers offer the only remedy.

MOTORS that are not kept clean will not operate at the highest efficiency. A dirty motor will not last as long as a clean one and the more dirt the greater the danger of fire. Clean the machine and keep it clean.

MANLIFTS should receive careful and frequent examinations and repairs and adjustments should be made promptly. Failure to keep the safety device in good order increases the demand for flowers and soft music.

OIL SOAKED waste and rags are among the most dangerous by products of the engine room. Wiping cloths that are only slightly soiled should be kept in covered metal containers and those well saturated with grease are safest if removed from the premises entirely.

GRAIN DOORS require only enuf nailing to make them fit snugly and to hold them in place until the car is filled with grain. Afterward the cooperage material will not move. Too many nails, or nails that are larger than necessary, only make it more difficult to remove the doors to unload the grain.

GALVANIZED iron and steel requires no painting for some time after application. Paint applied to new metal would scale off with particles of the coating, but if this coating scales off to any extent paint should be used after a few years to prevent rusting of the exposed metal.

LONG DAYS of hard service are at hand for the country elevator. A breakdown during the threshing season will be doubly expensive because of the loss of business it brings with it. Careful examination of all machinery now, with a few minor repairs, may save big dollars a few weeks hence.

LIGHTED lanterns will be carried into dusty places only by those men who are ready to attend a funeral. Others will use electric lamps. If a portable extension is required the cord will be packing house cord and the lamp itself enclosed in an approved protecting globe.

SPLICING a broken transmission rope is more difficult than lacing a belt. It cannot be done successfully without some knowledge of the correct method to pursue. The time to learn this method is before the rope breaks. Some study of splicing diagrams and instructions, with experiments on odd pieces of rope if these are available, will bring rich returns when the inevitable break occurs.

POWDERED GRAPHITE, in small quantities, may be mixed with oil for cylinders of internal combustion engines and for bearings that are somewhat worn, altho proper adjustments are better than attempts to fill the space with any material. If graphite is used the fact should be borne in mind that it will not mix permanently with the oil. It does not dissolve and only remains in suspension for a short time. Too much graphite will form a troublesome coating on the surfaces.

BELTS that run too tight wear out quickly and put an undue strain on bearings. More motor bearings, especially, have been ruined by the pull of a tight belt than have been worn out thru the actual frictional action of the revolving shaft. The formula for installing a belt is to make it just tight enough to pull the load, then stop. It is true, also, that the position of the motor with relation to the driven pulley has much to do with the tension that will be required in an individual belt installation. Short centers require greater tension than longer centers and if the distance be reduced below a certain point in each case a belt will not function properly. In such cases the transmitting medium should be gears or silent chain.

Northwest Grain Dealers Meet at Spokane.

The annual convention of the Northwest Grain Dealers Ass'n was held in the assembly room of the Spokane Chamber of Commerce on June 23, 24 and 25th. Recent agitation against middlemen resulted in a large attendance of dealers and millers from Oregon, Washington and Idaho. The dealers were greeted by Mayor C. A. Fleming.

Pres. S. C. Armstrong, Seattle, Wash., delivered an interesting address in defense of the grain trade, in which he said:

President's Annual Address.

For the past 12 months there has been a tumult of readjustment. Too long under the influence of war conditions, men in all lines of business seem to have forgotten the principles of sound business. The results have been little less than disastrous. Self-preservation opened a wide range for theories of proper retrenchment methods to meet the rapid decline of natural products. There has been a willingness on the part of each industrial classification to make abrupt adjustments made to pre-war levels of all classes but its own. A sort of individual self-preservation at the expense of others.

The country has become so filled with retrenchment ideas that it is hard to believe there is any conservative business judgment left. In facing extremities, trades are so pitted against each other that the very action is a restraint of good business relation with each other.

The first real alarm came when bakers and jobbers began the wholesale cancellation of flour orders, when European countries discontinued buying and began distributing the war stock of grain that had been accumulating for four years, and when our own government placed large quantities on sale that had been held in store at prices much lower than grain-trade prices.

The greater part of the 1920 crop of wheat was held out of the channels of distribution by farmers, individual speculators and millers. The manipulation by the exchanges did not exist, as was popularly supposed. The distribution of food products requires a certain amount of machinery to carry it promptly and economically.

It has been a long time since the producer undertook to carry all of his product to the ultimate consumer. It has been a long time since the manufacturer has undertaken to buy the raw product from the producer and sell the manufactured product directly to the consumer. It has been a long time since the consumer has undertaken to buy all of his requirements directly from the producer and the manufacturer. It has been a long time since payments were made in the legal medium of exchange directly from one party to the other. The old practice of taking a bushel of wheat or corn to the toll mill and then taking home the product is too laborious and expensive.

The custom of going to some secret hiding place and digging up the old sack or tin can and extracting enough gold or currency to settle some business transaction is too crude and dangerous. There are some countries still where business is carried on in this manner, but they have long since lost recognition as first-class nations and occupy no place in business.

The principal products of the soil become of such large proportions and require such wide distribution that necessity developed centers through which it would pass, and from which the distribution could be made effectively. Harvests coming within a limited space of time necessitated either a rapid movement subject to serious congestion or some manner by which crops could be distributed by means of contracts for specified time deliveries.

Exchanges were established to meet these requirements, and elaborate rules govern all business done through them. Trading on the floor of any exchange is done on the basis of there being the representative units of the commodity somewhere to cover the contract. It is just as certain to be in existence as is actual money for all transactions settled by contracts representing money. The grain exchange represents the diversity of grain transaction necessary to carry on the great volume of business to move the billions of bushels of grain produced each year and provide a protection against the fluctuations of the market.

The bank with its clearing-house organization is for the purpose of facilitating the transmission of funds from one place to another or from one period to another. Paper handled through banks representing actual money exceeds paper handled through grain exchanges representing real wheat about four times.

Agitations are waged against various government and trade institutions periodically. Various ideals are undertaken and tried at the expense of government and trade. The turmoil does not close until the wheels of the old, time-tried machinery are again set in motion. The organization of marketing bureaus and buying agencies represent one class, and if there is

strength to the organization the opposite class is compelled to set up some sort of ass'n for their own protection.

Grain-selling organizations are instituted solely in the interest of the producer and, if successful, will increase the price of bread-stuff to such an extent that millions of the consumers will be unable to provide daily bread. The argument of increase in wage will not meet the situation, because the wage will reflect in the production and the breach will grow even wider. On the other hand, if the great consuming class would organize successfully they might demand bread at such prices as would permanently discourage the production of bread-producing grains and destroy the greatest industry of the country.

The grain exchange stands squarely between the producer and consumer. Each force is necessary for the existence of the other. To destroy one means the destruction of the other. The grain exchange machinery links the two together with equal advantage, the one to the other. Passing grain from the producer to the consumer is not unlike a ship getting coaled in Oriental waters. Instead of each Oriental filling his tub with coal and, with it on his back, climbing the ladder from the lighter to the ship, and when emptied retuning again to the lighter, causing the loss of time in returning, congestion of the stream of humanity with coal tubs and numerous ladders, they line the ladder with coolies and the filled tubs are passed upward from one to the other the empty tubs downward, so there is fairly a stream of coal pouring into the ship with the least possible lost motion or effort.

The intention of grain trade organizations is to keep, impartially, a uniform stream of grain flowing from the producer to the consumer. Each individual exacts his compensation the same as the Oriental for passing the coal; in a different way, perhaps, but governed by the same law of supply and demand. Whether these functions are performed by day labor, salary, commission, or contract, the same element of supply and demand, the great and only stabilizer between man and man, enters into it, and the cost is just what the condition of the times will permit.

Any impediment placed in the natural channels of trade adds to the cost of distribution, and this is reflected to the grower and consumer. Counter organizations, restrictive laws, burdensome penalties, unscrupulous manipulation from within or without, hoarding at the source or on the way are all obstructions to trade in grain, and it is up to the grain trade organizations to work diligently to prevent the channels of trade being choked by any of these agencies.

The whole marketing fabric for agricultural products is menaced at this time because of the wrongs of a few. All classes are guilty alike and unless those who operate on the square, from the farmer to the baker, stand firmly together, the movement of grain is going to the cash-and-carry basis and stand on a part with China and other Oriental countries, where, for want of proper distribution, people starve by thousands in one province while food products are so plentiful in other provinces that they have no value.

The law of supply and demand makes it imperative that each recognize the other in some way at all times. There are advantages taken of many situations in which business is found, but the old saying, "every dog has his day," is true, and sooner or later the law of adjustment enters and trade relations balance themselves. It is a mistake and an obstruction to our own business to devote our energies to a solely selfish purpose. All our organized effort should be against it.

Each individual in the great chain who are feeding the world is indispensable as long as he functions properly in the proper place. Organizations should be alert to see to it that no unscrupulous gambler be allowed a peaceable place with them.

The grain trade of the nation is now accused, and at the bar of justice for trial, and the life of it depends upon the way in which it is conducted.

H. N. Stockett, sec'y, in his annual address said:

Secretary's Address.

We are now and have been under most abnormal trade conditions, unparalleled in the history of the grain industry. All grain dealers in every branch of the industry have had losses—some have failed. It is impressed now, more than ever, the necessity for safe and sane methods of doing business. It is not volume of business done by a dealer that counts, but satisfactory results obtained. To keep in commission, with the necessary equipment for the handling of grain and their products, a safe margin of profit is essentially necessary, and however small that margin may be, it must be had, not a part of the time, but all of the time. You cannot break even—that is not possible. You would either go over or under, and if under, then failure. It is a well-known fact that the grain industry has more of the elements of risk and less reward in it than any other. It is the greatest hazard, with the least profit. Thru ass'n many abuses in the grain trade have been eliminated and much that is

helpful has been secured. All branches of the grain industry are interdependent; what benefits one helps the other.

To bring order out of chaos is a service, the magnitude of which cannot be expressed in a membership fee of so many dollars per annum. No matter what your ability and integrity as a grain dealer, if you have to meet with unfair practices and unwholesome competition, you will suffer. It matters not who is in the grain trade, but it does matter how in. The question is not so much "live and let live," but "what shall I do to continue to exist?" Some have fallen by the wayside, on account of lack of co-operation. Our organization is not an experiment, but a more thoro co-operation will bring better results.

A new era is upon us. Old methods are being relegated. Standardization is essential. Unreasonable laws, pernicious practices and transportation ills are but a few of the hurtful things, and the reconstruction period is upon us with new and important problems. We must be on a firm and satisfactory basis, strong enough to assist in the fullest measure in the solution of the many problems. The result will depend upon our willingness to co-operate. The successful outcome depends upon the collective effort of each individual.

That grain growers have been hard hit, there is no doubt, but it must be remembered that they are not in a class by themselves, for their brothers are losers, too, no matter what their calling in the business world may be. It is not a class question, then, but rather a question of closer harmony and more effective co-operation between those interested, that the final outcome may be beneficial to all those engaged in the production of wealth, whether it be in the town or on the farm. To-day there is too much organization and too little co-operation. One class is organized to offset the other, when they should be in the same organization and working for each other's good.

Co-operative movements: The reason why there are so many co-operative movements in the grain industry today is because there has been a lack of co-operation. Had there been, in the past, the proper co-operation, the results today would be so satisfactory that attention would now be drawn to the good features obtained rather than to the means used for the obtaining of them. Co-operation must begin at the head, but it must also be general. Knowing the cause, the remedy is suggested. Organization is the foundation stone and co-operation is the keystone of the arch.

The most good the federal government can do for the industries is to take the evils out of the industries, and then let them alone. Remove from individuals initiative, incentive, stimulus and no industry or nation can be great. Individualism must be fostered and protected. Any business man knows that the more of the elements of risk in any industry the larger the margin necessarily must be to continue in that business. The regular grain dealers have, through economical service, reduced the risk in the grain industry, so that they are working on a small margin, with greater safety, and with a larger return to the farmer for his grain.

In conclusion Sec'y Stockett explained the value of the speculator to the grain trade.

"Handling Seeds as a Part of the Grain Warehouse Business" was the subject covered by L. C. Barrett of Spokane. He urged a federal law to prohibit the transportation, interstate, of impure seeds. Of the numerous pieces of legislation affecting the seed trade Mr. Barrett pointed out that all the legislation so far affected the dealer while none of the laws have done anything to keep the roads and fields free from weeds.

R. S. McCarl, Portland, Ore., urged closer co-operation between the farmer, grain dealer, banker and exporter.

Officers selected for the coming year follow: Pres., S. C. Armstrong, Seattle, Wash., and vice-pres., R. J. Stephens, Spokane, Wash. H. N. Stockett will continue as sec'y.

The following trustees were also selected: One-year term, D. A. Pattullo, Portland; L. P. Bauman, Seattle; R. J. Stephens, Spokane. Two-year term, N. A. Leach, Portland; F. B. Burke, Tacoma; M. J. O'Neill, Spokane. Three-year term, S. C. Draper, Portland; S. C. Armstrong, Seattle; Dan R. Fisher, Spokane; A. J. Urquhart, Lind, Wash.; A. E. Sutton, Seattle.

FOLLOWING THE BELGIAN control of the grain trade on Aug. 1 all purchases on behalf of the government will be placed thru dealers. The government will continue until some time in November to guarantee the necessary wheat supplies to the mills.

Feedstuffs

VINTON, IA.—L. V. Maulaby of Dubuque contemplates the erection of a feed mill here.

HUNTER, Mo.—T. D. Wright, formerly in the feed business with a local firm, has gone into the feed business on his own account.

GARY, IND.—The feed house of G. W. Welsh was recently burned and the business will be located in the old Centlivere Brewery.

OKLAHOMA CITY, OKLA.—The Belt Milling & Grain Co. contemplates the erection of a feed mill and a feed warehouse.

CHICAGO, ILL.—The officers and sales force of Chapin & Co. met in a convention recently in the Atlantic Hotel.

THE ILLINOIS-WISCONSIN Feed Dealers Ass'n will hold its annual convention this year at Janesville, Wis., on July 20.

NORTH BAY, ONT.—The McIntosh Feed & Grain Co., has been incorporated with a capital stock of \$40,000.

CANTON, O.—The Canton Feed & Milling Co., which for a time planned to change its name to the Farmers Milling & Elevator Co., has now decided to continue under the old name.

NEW ORLEANS, LA.—H. L. Landry, long exclusively in the feed and cotton seed product brokerage business here has added a grain department to his business.

FORT WAYNE, IND.—Except for the handling of grain in a local way the McMillen Co. is specializing in the handling of seeds and various kinds of feeds.

OMAHA, NEB.—J. O. Loch for the past 10 years manager of the Philadelphia office of the Omaha Alfalfa Milling Co., is now manager of the Omaha office.

WELLSBORO, IND.—The International Milk Products Co. opened its new plant here recently and is equipped to turn out 60,000 pounds of dried milk per day.

CHARLOTTE, N. C.—The Buckeye Cotton Oil Co., large shippers of cottonseed meal and cottonseed cake lost a hull warehouse by fire recently.

PHILADELPHIA, PA.—The Keystone Grain Products Co. has purchased part of the plant of the Bergner & Engel Brewing Co. for \$85,000.

THE OKLAHOMA state legislature at its recent session failed to make an appropriation for the salaries of the four feed inspectors and these offices will probably be discontinued.

HUNTSVILLE, ALA.—The feed mill of the Spring City Milling Co. destroyed last year by fire has been rebuilt and is again in operation. It has a capacity of 100 tons of feed per day.

MIDLAND, ONT.—The Copeland Flour Mills Co. is erecting a feed mill which when completed will have a capacity of 100 tons of feed per day. The erection of another plant at Sudbury is also contemplated.

Exports of Feedstuffs.

May exports of feedstuffs, compared with May, 1920, and for the 11 months ending May, were reported by the Bureau of Foreign and Domestic Commerce, as follows:

	May 1921	May 1920	11 months ending May 1921	11 months ending May 1920
Bran and middlings, tons	865	275	4,584	2,671
Cocoonut cake, lbs.	30,000		473,542	223,313
Corn oil cake, lbs.	323,510		532,623	510,800
Cottonseed cake, lbs.	17,487,517		327,211,346	338,927,245
Cottonseed meal, lbs.	13,788,217	193,300	88,457,031	110,520,390
Linseed meal, lbs.	2,818,225	1,015,650	17,531,332	17,880,614
Linseed cake, lbs.	21,042,070	4,980,403	342,730,961	308,417,247
Millfeed, tons	656	719	9,550	11,783

PRAIRIE DU CHIEN, WIS.—The recently organized A. W. Thompson Co. will for the present manufacture animal remedies. Machinery for the manufacture of animal feeds will probably be installed later.

PHILADELPHIA, PA.—John D. Bossert, for many years with Shane Brothers & Wilson of this city, has opened an office in the Bourse Building and will engage in the feed business on his own account.

SHREVEPORT, LA.—Fire completely destroyed the meal storage house of the Henderson Cotton Oil Co. Several tons of cottonseed ready to be crushed were also destroyed. Loss \$300,000, covered by insurance.

MINNEAPOLIS, MINN.—Commenting on the by products of the Minneapolis flax seed crushing mills the Archer Daniels Linseed Co. says, "The by-product of the Minneapolis mills is going to Europe at better than domestic values."

THE ANNUAL CONVENTION of the Mutual Millers & Feed Dealers Ass'n is to be held at Jamestown, N. Y. on July 21, 1922. According to Sec'y Kessler a very interesting program has been arranged, which will cover many of the recent feed trade problems, a baseball game and an excursion on the lake.

NEW YORK, N. Y.—The Corn Products Refining Co. ordered to dispose of its holdings in the National Starch Co., has been granted an extension until Oct. 1. The Corn Products Co. in asking for the extension of time alleged disposal of the property under present business conditions would work a hardship on the stockholders.

MANUFACTURERS of ready to feed rations should pay the utmost attention to quality in mixed feeds and should hold steadfastly to tried and tested formulas that have been successfully fed and generally approved. I view with a great deal of alarm the situation which has prompted many manufacturers of sweet feeds to modify their standard formulas and substitute ground grains largely for their usual mixtures and cannot help but believe that they have unconsciously restricted the outlet for these feeds.—Frederick C. Minkler, director, American Feed Manufacturers Ass'n.

THE MANUFACTURER of compounded feeds should meet every reasonable demand made by the live stock farmer and poultryman for ready mixed feeds that will produce results. He must convince the stockman and poultryman by actual trial and tests, that his products will best meet and satisfy the conditions prevailing on the farmer's own farm, in his barn, poultry plant or feed lot, and that commercially mixed feeds are clearly the most economical and by far the most convenient for him to feed.—American Feed Manufacturers' Ass'n.

LAWRENCEBURG, IND.—The Harrison Milling Co. organized here a few weeks ago to manufacture stock and poultry feed, has been capitalized at \$50,000. Officers are Nathaniel E. Squibb, pres.; Glen Dair, vice-pres.; Thomas S. Cravens, sec'y; Frederick S. Cravens, treas.; Julius P. Carter, Nathaniel E. Squibb, Thomas S. Cravens, Glen Dair and P. H. Reddinger, directors. The company has purchased the old Dair Bros. flour mill on White-water River near Lawrenceburg for \$20,000. The mill will be put in operation about Sept. 1.

SHERMAN T. EDWARDS, Chicago, Ill., long in the feed business with the Edwards & Loomis Co., the Hales & Edwards Co. and more recently directing the erection of feed mills on the Pacific coast is back in a business closely allied with the feed business. He is now vice-pres. of the Consolidated Products Co., Chicago, manufacturers of dry buttermilk for use as a feed and an ingredient of feed. The company is incorporated for \$1,000,000 and one of the plans now under consideration is the re-registering of buttermilk feed formulas for use by feed manufacturers. The other officers of this company are A. P. Hunt, pres. and James Kehoe, sec'y.

CHICAGO, ILL.—The Feeders Supply Co. has been incorporated with a capital stock of \$5,000 and will deal in all kinds of feed for stock and poultry. Incorporators are M. Cole and E. Z. Wallerstein. J. A. Blake, with offices in the Webster Building is taking care of the company's correspondence.

MINNESOTA FEED DEALERS are being reminded in a circular being sent out by the Minnesota Dairy and Food Commissioner that an official tag showing the analysis of the feed must be attached to all feed sold. The circular warns that violations of the law are to be prosecuted.

NORFOLK, VA.—The Norfolk Feed Milling Co. recently complained to the Interstate Commerce Commission that the rate on blackstrap from New York, N. Y. and Philadelphia, Pa., to Norfolk was unjust, unreasonable and unduly prejudicial. Rates in effect prior to the general increase was 22 cents and the complainant suggested the establishment of a 16 cent rate. To substantiate its claim the feed company pointed out that the rate from New York to Buffalo, a distance of 430 miles was 20.5 cents and the rate from Norfolk to Wilmington, N. C., a distance of 239 miles was 15 cents. The distance from Norfolk to New York is 362 miles. In dismissing the complaint the I. C. C. said "we find that the rates assailed were not unjust" and explained that blackstrap shipments into Norfolk required lighterage at New York Harbor and a 36 mile car float service into Norfolk.

Eastern Federation of Feed Merchants.

The annual convention of the Eastern Federation of Feed Merchants was held on June 27 and 28 at Saratoga Springs, N. Y. The meeting was one of the most interesting of any held so far and more than 150 dealers were present.

L. F. Brown, Chicago, Ill., sec'y, American Feed Manufacturers Ass'n in a short address explained "What Is Wrong with the Feed Business."

Pres. Reeve Hardin, Hamburg, N. Y., urged the dealers to take more interest in the affairs of the Ass'n as it was only thru organized effort that many of the vital feed trade problems could be solved.

Sec'y F. C. Jones, Bullville, N. Y., in his annual address covered the activities of the Ass'n during the past year.

An example of how interested some of the feed manufacturers are in the federation activities was shown when C. J. La Fluor of the Larowe Milling Co., Detroit, explained that the personnel of the Larowe Mills would devote considerable time during the coming year to get new members into the Federation.

"Drink More Milk" was the subject covered by F. C. Greuter of the Clover Leaf Milling Co., Buffalo, N. Y. He told of the experiences of conducting "drink more milk" campaigns and urged all dealers to get back of the movement.

Officers selected for the coming year follow: pres., Reeve Hardin, Hamburg, N. Y.; vice-pres., Stanley Pettit, Huntington, Mass.; and treas., F. T. Benjamin, Carastota, N. Y. F. C. Jones of Bullville, N. Y., will continue as sec'y.

Feedstuffs Movement in June.

Receipts and shipments of seeds at the various markets during June compared with June, 1920, were as follows:

	Receipts		Shipments	
	1921	1920	1921	1920
Baltimore, tons	1,907	1,213		
Chicago, lbs.	28,235,000	36,298,000	60,720,000	85,095,000
Milwaukee, tons	3,450	3,450	21,444	24,732
Kansas City, tons	3,480	5,220	12,600	14,780
Peoria, tons	7,320	9,360	35,000	60,200
St. Louis, sacks	48,020	122,650	81,630	118,410
San Francisco	240	154		

Resolutions adopted condemned the stock co-operative buying organizations among retailers; called on Congress to allow molasses to come into the country duty-free; and provided that dues shall in the future be based in tonnage sales and shall not in any case be less than \$10 per year.

Powdered Buttermilk as a Feedstuff.

Buttermilk has long been looked upon by feeders, especially feeders of hogs and poultry, as a valuable addition to their ration. It contains an appreciable percentage of animal protein, milk sugar, lactic acid, butterfat and a peculiar form of ash, and it also supplies vitamins, an essential to economical growth. When creameries were able to find a ready market for the product among the farmers of each community the problem of transporting buttermilk were not material, but as occasion arose to ship it considerable distances the weight of the water it contains made the freight cost prohibitive. This objectionable feature has been overcome by the adoption of methods of drying buttermilk, thus removing practically all of the surplus weight. If water is desired at the time of using it is a simple matter to add it.

There are several processes of manufacturing dried buttermilk. Objection is made to some of them because of the length of time the heat is applied, but recently there has been developed a process employing large vacuum pans which remove a large percentage of the water, the finishing being done by passing the product through steam heated double rollers where it is reduced to a fine powder altho it is exposed to the heat for only about four seconds.

The dry powder will keep indefinitely. It can be transported long distances at moderate cost, and can be used when needed with no waste from spoilage or slopping.

The Feed Mill a Profit in the Elevator.

F. J. Conrad of Cedar Rapids claims that the elevator operator can make a handsome profit by the installation and operation of a mill for the grinding of feed.

To prove his statement, Mr. Conrad has secured a copy of the books of the Farmer's Elevator Co. at Marion, Ia., which show that from June 17, 1920, to April 20, 1921, it received \$4,002.69 for grinding 887 tons of feed for the farmers in the surrounding country.

The total power bill for the 62½ horse power required to run both the elevator and the mill amounted to \$992.93, leaving a balance of \$3,009.76 to cover interest on the investment, repairs, depreciation and oil.

Mr. Conrad also claims that the feed grinding machinery following the ten months of operation was still using the same plates and had no other upkeep expense other than oil, labor and power.

The elevator charged 20 cents per hundred for the grinding.

A New Source of Feed for Europe?

While the rubber industries were booming, the rubber producers of the southern continents paid but little attention to the numerous seeds which grew on the rubber trees and rubber plants other than occasionally collecting them to raise new plants.

The rubber plants and trees in Dutch East India cover many thousand acres. In order that the vast amount of seeds produced could be made to yield an additional profit in poor times a number of Dutch East India plantation owners and the staff of the Dutch East India Imperial Institute have been conducting a series of tests. The Imperial Institute in its report just made public says:

"Kernels of para rubber seed when crushed yield an oil similar to linseed oil which can be used in the making of paint and for many other purposes for which linseed oil is used. A small crushing mill has been established at Malaya for the crushing of rubber seeds ex-

clusively and small commercial consignments of the oil have been sold in Europe at good prices.

"The cake that is left after the oil has been extracted from the seeds makes an excellent fodder for animals."

Adulteration and Misbranding.

Under the food and drugs act the following judgments were rendered recently in the United States District Courts for the Bureau of Chemistry:

The Spring City Milling Co., Huntsville, Ala., labeled cottonseed meal "Protein 36%, fat 5½% and fiber 14%." Analysis showed protein 33.44%, fat 4.68% and crude fiber 16.24%. Fined \$100.

The United Oil Mills, Hope, Ark., shipped cottonseed meal labeled "38.62% protein and from 8 to 10% crude fiber." Analysis showed 36.20% protein and 16.82% fiber. Pleaded guilty, fined \$25 and costs.

The Union Seed & Fertilizer Co., England, Ark., labeled cottonseed meal "Protein 36%, fiber 12%," whereas the meal contained 31.94% protein and 15.87% fiber. Fined \$50 and costs.

The People's Ice & Mfg. Co., Brownsville, Tex., shipped cold pressed cottonseed into Kansas in containers labeled 100 lbs. net. Fined \$50 because the package did not contain 100 lbs.

The Hottel Co., Milwaukee, Wis., was alleged to have shipped into West Virginia sugar beet meal which contained sand and dirt. When no claimant appeared for the property the court ordered it destroyed.

The Gateway Milling Co., Kansas City, Mo., was alleged to have shipped wheat middlings into Georgia which contained less protein and fat and more fiber than stated on the label. As no claimant appeared the court ordered it sold after the tags had been removed.

E. S. McDonough Makes a Change.

E. S. McDonough, who for several years has had charge of the Jacksonville, Ill., territory for James E. Bennett & Co., has joined the St. Louis Merchants Exchange and gone with the Klosterman-Patton Grain Co. of that city. He will have personal charge of the company's Illinois business on the floor of 'change.

Mr. McDonough is one of the ablest young men in the cash grain business and became an expert during his connection with the Armour Grain Co. and Bennett & Co.



E. S. McDonough, St. Louis, Mo.

Watch Your Scales.

Automatic scales are used by a great many country elevators for weighing grain into cars. This type of scale has the recognition and approval of the Interstate Commerce Commission, providing each scale conforms to specifications issued by it and is installed in accordance with regulations issued by the I. C. C.

The careful manager using an automatic scale will make himself familiar with these rules and regulations and will see that his scale is kept in first class condition and accurate adjustment at all times. This will practically insure him and his company against loss of grain in transit and plug a leak that loses many an elevator a large part of its hard earned profit.

The following instructions apply more particularly to the Richardson Scale of the hand compensated type which has now been superseded by the self-adjusting scale.

Test your scale for balance every two or three months. To do this remove the compensating lever from scale and push back the striking bolt; see that no grain or trash remains in weigh hopper; take test weights out of weight box; clean out the middle bearings so beam can swing freely.

If weigh hopper now swings freely between the stops, the scale is in balance.

If it rests in the Up position balance, iron must be removed from under the false bottom of weight box.

If hopper rests in Down position balance iron must be added under false bottom of weight box. Wire nails are useful for this purpose.

After balancing scale, replace weights in weight box to suit capacity of your scale on grain you are going to weigh. Replace Compensating Lever on scale with weight about middle of lever. Leave striking bolt pushed back in balancing position so scale will not discharge.

Press feed gate control lever to start grain flowing. See that grain is being fed to scale fast enough to insure dribble opening being filled until the gate closes.

Scale will now automatically weigh one draft but will not discharge itself. Weighing will be either *correct*, *heavy* or *light*. Be sure to lift up the right hand end of compensating lever in making test.

If weighing is correct, discharge load, pull out striking bolt and start scale operating.

If weighing is heavy, set the weight on compensating lever nearer right hand end and make another test. Do this until scale is weighing correctly.

If weighing is light push weight towards left hand of compensating lever and test until correct. It is good practice to make two or three further tests after weight is in proper position before pulling out the striking bolt to make discharge automatic.

Keep your scale clean at all times. Make tests regularly. Have scale inspected and tested twice yearly by the experts of the makers of your scale.

Care of this character will earn the approval and good will of the Claim Agent of your railroad and smooth the road your claims must travel. Show your desire to meet the Claim Agent half way by running your elevator on a business like basis so that your data is ready in good order when needed. If you have any doubts about your scale, advise the makers promptly and seek their advice and assistance. They will be glad to respond promptly and cheerfully and supply any expert service you need at a very reasonable charge. It will repay you many times its cost to keep your scale in first class condition at all times, as called for by the rules and regulations of the Interstate Commerce Commission.

FOURTEEN YEARS of dry weather are forecasted by the Abbe Moreaux, director of the Observatory of Bourges, France. The dry period is to reach its maximum about 1926. He finds the reason in recurring periods of solar activity.

Grain Carriers

THE CAR SHOPS of the Santa Fe at Topeka returned 100 men to work on July 5.

ILLINOIS CENTRAL SHIPPERS have been asked by that road to co-operate in the prevention of loss and damage to freight.

WHILE MANY of the Western roads were howling "hard times" the Erie on June 28 placed an order for 1,000 box cars of 40-ton capacity each.

WHEAT MOVING from Galveston by boat during the past year amounted to approximately 75,000,000 bus., considerably more than was exported during any other year.

THE MARINE STRIKE which began May 1 came to an end June 24, the unions having voted to go back to work, leaving the vessel owners in control of wages.

STRIKING Norwegian vessel operators have returned to work and have agreed to accept a 13% reduction in wages now and another 5% reduction in December.

REDUCTION IN FREIGHT rates is favored by Illinois farmers, according to early returns of a questionnaire sent out by the Illinois Agricultural Ass'n.

MOORE, MONT.—The Moore Farmers Elevator Co. has filed suit against the Milwaukee for \$2,130 for losses of wheat shipped from Moore.

ON ACCOUNT of the freight rates the farmers in Colorado have been required to carry over much of last year's crop of alfalfa. The rates would not permit shipment out of the state.—C. E. Williams, mgr. Denver Elevator.

NEW ORLEANS ELEVATORS must expect the movement of grain on the Mississippi Barge Lines to materially increase. One New Orleans elevator is adding equipment to take care of barge shipments.

TERRE HAUTE, IND.—The privilege whereby C. & E. I. shippers of milled grain could ship 24,000 lbs. as a car when the destination was Evansville, Ind., or points beyond, has been cancelled effective July 15.

THE STEAMER EASTERN SWORD, of the Shipping Board, loaded with wheat at New Orleans June 11 for Glasgow and Belfast, arrived at Dublin July 2 and ran ashore entering Belfast Lough July 7. Its tonnage is 2,285. The boat is said to be resting safely.

THE CAR REPAIR force of the Burlington has been increased by the employment of 1,500 additional men July 1, says Vice Pres. Bracken, in a strenuous attempt to get every available car in shape for the large expected movement of grain and coal.

MEXICO'S supply of corn, on account of the poor crops and the delay due to poor transportation is nearly exhausted. According to vice-consul Meyers at Vera Cruz future corn shipments will receive preference over other freight.

THRU RATES are desired by the city of Red Lion, Pa., which complains to the Interstate Commerce Commission that it wants to grow and that the carriers by refusing to establish thru and just rates is retarding its development.

TONNAGE on the great lakes for the movement of grain is still plentiful due to the continued inactivity of the ore vessels. Ore movement on the lakes this season, up until July 1, was only half of the movement during the corresponding period of 1920.

ON GRAIN shipped from Illinois and Iowa points to milling points, the Burlington in a tariff to become effective July 15 says, "No switching charges will be absorbed at milling points except at Minneapolis and St. Paul, where both inbound and outbound switching charges will be absorbed."

THE NORRIS BILL which provides for a reduction in the freight rates on surplus farm products for export would also establish a \$100,000,000 federal corporation to finance the handling of these farm products. The Interstate Commerce Commission in a letter recently sent to Senator Norris condemned the proposed reduction in rates.

APPEALS to the pres. and to the Senate by various shippers and shipping organizations were condemned by a com'te representing the Railway Business Ass'n, representing interests selling to the carriers. They point out that the Transportation Act provides that such relief should come from the Interstate Commerce Commission.

TO DISCUSS the ocean freight rates to be in effect from Atlantic and Gulf ports representatives of practically every steamship company operating on these waters will meet at Atlantic City on July 11. One problem is the reduction in grain rates recently made by the Atlantic conference without notifying the Gulf Conference.

THE INVESTIGATION of the carriers by the Interstate Commerce Com'te of the Senate was suspended on July 1 until the latter part of August and means that no special carrier legislation will be presented by that body at the present extra session. To date the com'te has heard the complaints of the rail executives and the owners of rail securities.

JAPANESE STEAMSHIP lines are planning to carry grain from the Pacific coast ports to Europe on a large scale. The first three vessels to be chartered quoted a charge of 57 shillings per ton compared with 65 shillings per ton charged by the United States Shipping Board vessels. Heretofore all of the Japanese vessels have operated only on the Pacific coast.

THE NEW SHIPPING BOARD will try its hand in disposing of the 287 war built wooden vessels of the United States Merchant Marine. Bids will be invited July 30. Many of these vessels might easily be brought to the great lakes and used for the transportation of grain and ore. During the war many of the wooden lake vessels went into the ocean service and have never returned.

ONE THING that will help the railroads in furnishing box cars for moving grain is the light loading of merchandise and miscellaneous freight for which box cars are used to some extent. This will give western roads more box cars for use in the grain trade. Eastern roads are said to have a surplus of box cars which can be repaired for moving grain in the west.—A. Gassaway, sec'y, Toledo Produce Exchange.

THE STRAIGHTENING of the south branch of the Milwaukee River by the city of Milwaukee has made it possible for the largest vessels to take on grain from south branch elevators which heretofore had to be content with loading only the smaller vessels. The first large vessel to make the trip was the T. H. Wickwire, Jr., which is 524 feet long and 56 feet wide. It loaded 278,000 bus. of corn for Montreal from Elevator E.

"LOWER THE RATES on grain and hay within the territory between the Mississippi River and the Rocky Mountains because the market prices of these products have been reduced without a corresponding reduction in freight rates," is the substance of an appeal made to the Interstate Commerce Commission by Clyde M. Reed, chairman of the Kansas Public Utilities Commission, on July 7. Chairman Clark of the Commission announced that such a rate change would affect other states and suggested the holding of hearings in Washington to save time. Supplementing the appeal made by Mr. Reed, the Kansas Congressional com'te presented another petition to chairman Clark in which they call to his attention the fact that the majority of Kansas grain is cut and will be moved in the next 90 days and therefore speedy action is necessary.

MILWAUKEE'S vessel movement of grain so far this season has greatly exceeded the movement during the corresponding movement last season. Up until June 22 lake shipments amounted to wheat, 754,138 bus.; corn, 3,090,620 bus.; oats, 225,100 bus., and rye, 534,306 bus. compared with shipments during the corresponding period of 1920 of wheat 323,515 bus.; corn, 432,718 bus.; oats, 404,825 bus., and rye, 577,306 bus.

PROTESTS against freight rate reductions announced by the railroads as effective July 10 for that part of the state south of the Michigan Central main line are to be made to the State Public Utilities Commission by the Michigan Traffic League of Lansing, Mich. Officers of the league declare the new schedule brings up anew the zoning controversy. The league seeks to abolish the zoning system, which it claims is discriminatory, and have new rates fixed for the state at large.

BOSTON ELEVATOR OPERATORS are optimistic and predict an increased movement of grain thru that port, since the Canadian carriers have placed Boston on a parity with Montreal on grain shipments having their origin in the Canadian Northwest. The action taken by the Canadian carriers was largely the result of an appeal made recently by the Maritime Ass'n of the Boston Chamber of Commerce. This action favors Boston because the rate of vessel insurance from Montreal is higher than from Boston, because of the hazard of passage thru the St. Lawrence River.

The drought in France is proving a calamity, being the worst on record since 1883. It is said that in many sections of Europe dry conditions prevail to the extent that canals were no longer navigable, and that the Swiss lakes are many feet below normal. This condition may account for the persistent export demand for our wheat, which is apparently being conducted in a quiet manner all the time. We hear of enormous sales already made for shipment, one authority stating that sales already made for early shipment abroad would tax our car supply.—Hulburt, Warren & Chandler.

IN GERMANY the produce market keeps weak. Big quantities of government maize have arrived and have been supplied on vouchers. On several railway stations in the interior centres many wagons loaded with mixed maize are waiting for sale which at present is rather difficult. The offers of maize vouchers have decreased but still many can be obtained. Most of the vouchers have changed hands many a time. In face of the big quantities of Government maize it is difficult to sell maize in the open market without loss. Therefore, many orders have been cancelled or the shipments are re-directed to Northern countries.

THIS COUNTRY will always raise corn, and, as our prosperity is founded on agriculture, and agricultural prosperity is founded upon corn, it behooves the government and other agencies looking to the general welfare of our land to not only help bring the Americans of today back to the corn diet that gave the pioneers strength to convert this country from a wilderness to the greatest country on earth, but to proclaim to the world at large that we can supply all people with the best and cheapest cereal food in the world—corn products.—T. M. Chivington, sec'y American Corn Millers Federation.

Books Received

YEAR BOOK for 1921 is replete with grain and provision trade statistics, live stock and beef trade exhibits, crop statistics, imports and exports, for the year ending May 1, 1921. Paper, 112 pages. Published by Price Current-Grain Reporter, Chicago, Ill.

Nebraska Law on Car Distribution.

The new law of Nebraska regulating the distribution of cars to shippers reads as follows:

Sec. 3. Cars supplied—failure—penalty. Every railroad company shall supply cars at each station located on the railroad operated by such railroad company without discrimination and without favor or prejudice to any such station, and cars shall be apportioned by such railroad company among all shippers at any station located on the railroad operated by such railroad company without discrimination and without favor or prejudice to any such shipper. Any railroad company that shall neglect or refuse to supply cars for a period of five days after application therefor shall be made, as provided in Section 7, Chapter 221, Session Laws of Nebraska for 1917, shall be deemed guilty of a misdemeanor, and, on conviction thereof, shall be fined in an amount equal to \$5 per car per day for each and every day cars are not furnished.

Every railroad corporation operating lines within the state shall hereafter make an annual contract agreement with each shipper receiving or sending ten or more cars annually, in which agreement shall be stipulated the terms under which reciprocal demurrage charges shall be made on the part of the railroad company or shipper. Said terms shall be equal for all shippers. Any agreement made under this act shall control the relation between the parties thereto, provisions of this act to the contrary notwithstanding. Monthly settlements may be entered into, but all credits due shipper for current month shall be carried to his credit for the succeeding month; provided, however, that at the end of the terms of said agreement any credits due the shipper shall be eliminated. It shall constitute a sufficient defense if such railroad company can show that the delay was occasioned by strikes, public calamity, accident or other cause not within the power of the railroad company to prevent.

Railway Labor Events.

The mills of the gods grind slowly and so do those of the United States Railroad Labor Board.

The lesson of last year when President Wilson's urging of the Board to hasten its decision had no apparent effect, and the Board's ignoring of the outlaw switchmen, has curbed the enthusiasm of the labor leaders who know that encouraging the rank and file to strike is simply leading the men up against a stone wall.

Therefore they have "passed the buck" to the men by ordering a referendum on acceptance of the wage reduction, and have placed the date of returns as far in the future as practicable, Sept. 1.

Time and one-half pay for overtime was abolished by the Labor Board June 28.

The Labor Board, on June 29, held that no separate agreement on wages or working conditions can be made by any group of railroad employes in a particular office or shop apart from the agreement made with that class of employes as a whole over the entire system.

St. Joseph Meeting of Missouri-Kansas Dealers.

E. J. Smiley, sec'y of the Kansas Grain Dealers Ass'n, and D. L. Boyer, sec'y of the Missouri Grain Dealers Ass'n, conducted the business session of the joint convention of dealers from Missouri, Kansas, Southern Nebraska and Southwestern Iowa, held July 1 at the pavilion, Lake Contrary, St. Joseph, Mo.

During the forenoon 159 dealers registered. From 2:15 to 6:15 the business session was held, the discussion including the following subjects: "The Kansas Warehouse Law enacted in 1921"; "Price Differentials between grades of wheat fixed by the Grain Corporation in 1919"; "Railroad Leases"; "The Kansas Law relating to Landlord's Lien on Crops"; "Cost of Handling Grain at Country Stations."

A banquet was served after the business session.

TEXAS SHIPPERS. can not move their sudan grass and millet seed into Kansas this season on account of the prohibitive freight rates.

New Minnesota Law on Site Rentals.

Sec. 1. Railroad right of way may be used for warehouse, etc. Any person, firm or corporation shall have the right to use as a site for a public elevator, warehouse, coal shed, ice house, buying station, selling station or use ground space for receiving, storing or distributing any article of commerce, transported or to be transported, a proper portion of the right of way of any railroad within the outside switches at any station or siding upon the payment of a reasonable compensation therefor.

Sec. 2. May petition Railroad and Warehouse Commission. Any such person, firm or corporation desiring to construct, operate or use a public elevator, warehouse, coal shed, ice house, buying station, selling station, or use ground space for receiving, storing or distributing any article of commerce transported or to be transported, or to continue the use and operation of any such buildings, structures, instrumentalities or ground space where the same are already constructed or used, upon such right of way of any railroad, if unable to agree with the person, firm or corporation operating such railroad upon the site for such buildings, structures, instrumentalities and ground space, or the compensation to be paid therefor, may file a verified complaint with the Railroad and Warehouse Commission setting forth the facts and requesting the commission to establish the location of the site for such building, structure, instrumentalities and ground space or the compensation to be paid therefor, or both, as the case may be. Such complaint shall be served upon such railroad company and twenty days, exclusive of the day of service, shall be allowed for answer. After the time for answering has expired the Commission shall fix the time and place for a hearing and give at least ten days' notice thereof to both parties.

Sec. 3. Hearing order. That the hearing shall be held pursuant to such notice and thereafter the commission, if it finds that complainant is entitled thereto, may make an order establishing the location of the site for such building, structure, instrumentalities and ground space, at a suitable place within the outside switches at any station or siding, and fixing the reasonable annual compensation to be paid therefor. Where such buildings, space, at a suitable place within the outside switches at any station or siding, and fixing the reasonable annual compensation therefor is not fixed by order of the commission or by contract, the commission may fix the reasonable compensation to be paid for the occupation thereof.

Sec. 4. Chapter 490, G. L. 1919, Repealed.—That chapter 490 of the general laws, 1919, be, and the same is hereby repealed.

Sec. 5. This act shall take effect and be in force from and after its passage. Approved March 31, 1921.

Recommend Wild Philippine Grain as Food.

A wild grain, called adlay or job's tears, which grows abundantly in the Philippines and other tropical countries without cultivation, is being tested by the Philippine Bureau of Agriculture and Natural Resources with a view of encouraging its use as a substitute for wheat and rice.

The kernel of this wild grain is similar in shape to wheat kernels. At present the natives use it only for beads and ornaments and shun its use as food.

At the various Philippine experiment stations, where large plots of the grain have been planted and cultivated the yield has averaged from 2,000 to 3,000 lbs. to the acre. It has been found, too, that the grain will grow on all parts of the islands without irrigation at all elevations up to 3,000 feet above sea level. The Bureau in reporting on the food value of adlay said recently:

As to the use of adlay for human food, more particularly as a wheat substitute, we have found that when hulled, it cooks up like rice and can be so eaten; cracked, it makes an excellent breakfast cereal; the meal mixed with two parts adlay and one part wheat flour, bakes into light biscuits fully equal to graham biscuits.

It is worthy of note that flour imports into the Philippines are steadily increasing, showing that the Filipino is gradually changing his food habits and is beginning to eat wheat instead of rice. It is believed that adlay merits serious attention as a grain crop in the Philippines. With a greater protein and fat content than either rice or corn it is a more complete human food than either of these grains.

JAPANESE MILLERS investigating the wheat crop of the Pacific northwest recently made the following explanation why wheat was purchased in Manchuria instead of the United States. "It is possible to obtain Manchurian wheat at a cheaper rate. The slight difference in the freight rate favorable to the American grain is not sufficient to offset the difference in the price.



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Supreme Court Decisions

Negligence of shipper in loading goods to be carried in interstate commerce was a good defense in an action against terminal carrier for damages.—*M. C. Johnson Motor Co. v. Payne*, Director-General. Supreme Court of South Carolina. 107 S.E. 252.

Shipment "At Once."—The words "at once," as used to describe time of shipment, do not always mean instantaneously, but merely require shipment within a reasonable time, under the circumstances of the particular order.—*Gladney Milling Co. v. Dement*. Court of Civil Appeals of Texas. 230 S.W. 1038.

Buyer Liable for Rejection Without Inspection.—Where a buyer of coal properly rejected some shipments under the contract because they did not conform to the sample, and thereafter rejected succeeding shipments without inspection, it is liable for the contract price of the shipments rejected if, in fact, they conformed to the requirements.—*Irwin Gas Coal Co. v. Logan Coal Co.* Supreme Court of Pennsylvania. 113 Atl. 667.

Letter Asking for Tracing Not a Claim for Loss.—Under a B/L requiring claim for compensation for lost goods to be filed within six months after reasonable time for delivery, shipper's letter asking carrier to trace lost goods does not constitute a written claim for payment thereof which would support an action against the carrier.—*Bronstein v. Payne*, Director-General. Court of Appeals of Maryland. 113 Atl. 648.

Arbitration.—The general rule that, where the parties submit their dispute to several arbitrators, the unanimous finding by the arbitrators is necessary to bind the parties, does not prevent a decision by the majority of the arbitrators from being binding if the language of the submission can be fairly construed to evidence an intention to that effect.—*Chutter v. Richardson*. Supreme Court of New Hampshire. 113 Atl. 770.

Ship Liable for Damages to Cargo, Without B/L.—A ship may be held liable in rem for damages to the cargo, even though no B/L or contract of affreightment was signed by the master; and hence, if negligence or fault was proved, the ship would be responsible, independent of the form of the contract of affreightment, or though the B/L was signed by the charterer, and not by the master.—*The Esrom*. U. S. Circuit Court of Appeals. 272 Fed. 266.

Claim for Undercharges.—Where 19 cars of wood blocks were shipped during three years and shipper paid freight based on the mutually mistaken idea that the distance was 70 miles, when in fact it was 76 miles, a claim by the railroad for under freight charges was not a claim on an open account which would be barred by the three-year statute of limitations; the rate in a case of shipment of freight being fixed by law, and not being a matter of contract.—*Hays Cooperage Co. v. L. & N. R. Co.* Court of Appeals of Alabama. 88 South. 357.

Wrongful Delivery by Carrier.—Where a shipper of potatoes to its own order attached a delivery order to a draft, and notified the agent at the point of delivery to deliver them to a named company on presentation of the delivery order, and released the B/L to the agent at the shipping point in order that delivery might be made on presentation of the order, delivery of the potatoes without such order or any authority from the shipper was a violation of the carrier's duty.—*J. L. Price Brokerage Co. v. C. R. I. & P. Ry. Co.* Kansas City Court of Appeals. 230 S. W. 374.

Initial Carrier's Liability.—When the initial carrier issues the B/L, by the terms of which it undertakes to deliver the interstate shipment at a certain place, its contract is performed when it delivers the shipment in good order at the designated place, and it is not liable, under the Carmack Amendment (U. S. Comp. St. §§ 8604a, 8604aa), for damage to the shipment while it is being transported by another railroad company to some other point under a B/L issued by the other company to the owner of the property.—*Yazoo & M. V. R. Co. v. Norman*. Supreme Court of Mississippi. 88 South. 174.

Carrier Liable for Delay.—Where carrier, sued for delay in delivery of a return shipment, had the B/L issued on the return shipment to itself, and would not surrender it to plaintiff shipper so that he could demand and receive his goods on return unless he submitted to conditions it had no right to impose, it cannot complain that he did not get the goods when they arrived at destination, nor object that he was allowed damages because of its own conduct in withholding the bill of lading and depriving him of the possession and use of the goods.—*Harrill v. Seaboard Air Line Ry. Co.* Supreme Court of North Carolina. 107 S.E. 136.

Liability of Terminal Carrier.—Proof that the shipper delivered a package in good condition to the initial carrier, and that it was delivered by the terminal carrier in a damaged condition, with the contents missing, is sufficient, in the absence of evidence by the terminal carrier to sustain recovery against that carrier, since there is a presumption of law that the goods were in the same state when received by the terminal carrier as when delivered to the initial carrier, and the burden is on the terminal carrier to overcome that presumption.—*Remington v. Barrett*. Supreme Court of New York. 188 N. Y. Supp. 174.

Consignee Liable for Lawful Rate.—A consignee of interstate shipments who received the shipments and paid all charges claimed, which were less than the lawful rates established under the Interstate Commerce Act, as a matter of law assumed liability for the only lawful rate which it had a right to pay or the carrier a right to charge, and could not escape liability therefor through any contract with the carrier, and its liability was not a question of fact to be determined from circumstances tending to show an implied agreement.—*York & Whitney Co. v. N. Y. C. R. R. Co.* Supreme Court of the United States. 41 Sup. Ct. Rep. 509.

Carrier's Liability.—The South Carolina rule that loss or damage to goods will be presumed to have occurred while with the terminal carrier, in absence of proof to the contrary, has not been superseded or changed as to goods in interstate commerce by the Carmack Amendment (U. S. Comp. St. §§ 8604a, 8604aa) and federal decisions thereunder. In an action against the terminal carrier, it is presumed that the goods were damaged while in its possession, and it is not necessary to prove the loss or damage occurred on the defendant's line, or while in its possession.—*People's Hardware Co. v. Raleigh & C. R. Co.* Supreme Court of South Carolina. 107 S. E. 146.

Telegraf Co. Liable for Failure to Transmit Message.—Conditions on the back of telegraph blanks, providing that the company should not be liable for mistakes or delays in transmission or delivery, or for non-delivery, except for specified amounts for unrepeated and repeated messages, or for more than \$50 in any case unless a greater value was stated and an additional sum paid, and that it should not be liable unless the claim was presented in writing within 60 days after the telegram was filed, had no application to the company's gross negligence in totally failing to transmit a message at all.—*Czizek v. W. U. Tel. Co.* U. S. Circuit Court of Appeals. 272 Fed. 223.

Storage Charges on Shipments Held in Cars.—The tariffs of a railway filed with the Interstate Commerce Commission, which included a storage charge on the goods for export after 20 days' free storage, and provided that such charges were in addition to transportation rate on all property passing over the company's wharves or stored in warehouses or storehouses, or on other property operated by the railway, authorizes the carrier to collect storage charges from goods for export held in its cars more than 20 days; the provision not being limited to goods which had been removed from the cars to warehouses.—*Seaboard Air-Line Ry. Co. v. New Orleans Export Co.* U. S. Circuit Court of Appeals. 271 Fed. 861.

Fire Set by Locomotive Engine.—Where property was fired by spark from a locomotive engine when the railroad was under federal control, the owner properly brought his action against the railroad company, despite Federal Control Act March 21, 1918, § 10 (U. S. Comp. St. 1918, U. S. Comp. St. Ann. Supp. 1919, § 3115½j) and General Order No. 50, issued by the federal Director General of Railroads. Want of ordinary care on the part of a property owner in making efforts after discovering it to extinguish a fire set by a spark from a railroad's locomotive will not defeat his right to recover damages occurring before discovery of the fire.—*Beebe v. Minneapolis, St. P. & S. M. Ry. Co.* Supreme Court of Wisconsin. 182 N. W. 742.

No Margin if Not in Contract.

C. L. Green Milling & Grain Co., of Win-ters, Tex., plaintiff, v. Phoenix Elevators, of Sherman, Tex., defendant, before the arbitration com'te of the Texas Grain Dealers Ass'n, composed of E. W. Crouch, W. H. Killingsworth and Joe E. Lawther.

Claim is for loss of 22c per cwt. on car of milo maize shipped Phoenix Elevators to Memphis, Tenn., under contract made Dec. 16, 1919, by Allen G. Smith Brokerage Co., for two cars bulk No. 3 milo maize to be shipped that week ending Dec. 20. This contract called for a 60,000-pound car, and the matter of margin was not mentioned in the wire thru which the contract was consummated.

The first car shipped on this contract was invoiced at 69,590 lbs., and margin of \$25 left on draft. On receipt of invoice Phoenix Elevators stated that they would be willing to accept a surplus above 60,000 lbs. at 20c per cwt. reduction, and demanded additional margin of \$50. To this request Mr. Green replied that he would pay demand draft for any loss and further contended that a reduction should not be asked on the surplus. Phoenix Elevators then wired Mr. Green that they would not accept maize and that they were returning the draft.

The Com'te holds that inasmuch as there would have still been about five dollars margin left on the draft after Phoenix Elevators discounted the surplus 20c per cwt., and that inasmuch as Mr. Green had agreed by wire to protect Phoenix Elevators' draft on any loss Phoenix Elevators might suffer by reason of the surplus, that Phoenix Elevators were not within their rights in refusing to handle this car on contract, because Mr. Green would not allow a \$50 further reduction in the draft. But, on the other hand, the Com'te holds that in accordance with Rule 16, Phoenix Elevators were obligated to handle this car and apply the surplus accordingly. Rule 16 reads as follows: "Surplus grain shall be taken into account by the buyer, at the current market price on the day after the last car is unloaded."

Evidence shows that Mr. Green finally disposed of this car of maize at a loss of 22c per cwt. pounds, having secured market price at time of sale, this loss amounting to \$145.

While Phoenix Elevators refused to take surplus of 9590 lbs. at reduction of 20c, the Com'te is of the opinion that loss on re-sale of this surplus is chargeable to Mr. Green.

Therefore, we render award in favor of C. L. Green Milling & Grain Co. for loss on 60,000 lbs. of maize at 22c per cwt., amounting to \$132.

Phoenix Elevators is hereby ordered to pay to Sec'y H. B. Dorsey at Ft. Worth, Tex., promptly, \$132, and the Sec'y is requested to return to C. L. Green Milling & Grain Co. the amount of their deposit fee in this case.

Phoenix Elevators make contention that they were justified in demanding \$50 additional margin on this shipment, and that when same was not allowed they had the right to reject the car. The Com'te is unable to agree to this contention for the reason that the original exchange of wires out of which trade grew, made no mention of any margin being allowed.

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References: Any bank, mercantile agency, com-mission firm or the editor of this publication.

Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

C. & E. I. in Sup. 4 to 6639-D gives milling and malting in transit privileges on grain and grain products at C. & E. I. stations, effective July 5.

A. T. & S. F. in Sup. 10 to 5588-L gives the local, joint and proportional rates on grain and grain products between points in Kan., Colo., Mo., Mich., Minn., Mo., Neb., Okla., and Wis., effective Aug. 5.

S. N. W. Ry. in Sup. 2 to tariff 7 gives the joint and proportional class and commodity rates between stations on the Shelby County Ry., the Shelby Northwestern Ry. and stations on the C. B. & Q., effective July 5.

C. & E. I. in Sup. 2 to 8625-C gives the joint rates on grain and grain products from G. & E. I. stations to points in Ala., Ark., Fla., La., Miss. and Tenn., issued on order of the Interstate Commerce Commission, which suspended 8625-C until July 25.

C. B. & Q. in Sup. 9 to 1800-D gives the local, joint and proportional rates on grain, grain products, broom corn and seeds between stations on the C. B. & Q., also R. C., B. H. & W. points and Chicago, Peoria, Ill., St. Louis, Mo., St. Paul, Duluth, Minn., effective July 15.

C. & E. I. in Sup. 27 to 8650 gives the joint and proportional rates on grain, grain products and grain by-products, also cottonseed, cottonseed ashes and cottonseed hull bran, from stations on the C. E. & I. to points in N. Y., Pa., O., W. Va., and Canada, effective July 16.

C. B. & Q. in Sup. 11 to 3200-E gives the local, joint and proportional rates on grain, grain products and seeds between Missouri River points and Chicago, Peoria, Ill., St. Louis, Mo., St. Paul, Minneapolis, Duluth, Winona, Minn., La Crosse, Wis., and stations taking same rates or higher, effective July 15.

A. T. & S. F. in Sup. 4 to 5655-Z gives the joint, proportional rates on grain, grain products and seeds from points in Mo., Kan., Okla., N. M. and Tex., also Superior, Neb., to Galveston, Houston, Port Bolivar, Texas City, Beaumont, Orange and Port Arthur, Tex., when for export, effective July 30.

A. T. & S. F. in Sup. 8 to 7481-G gives the joint rates on grain products and seeds, carloads, from stations in Colo., Kan., Mo. and Okla., also stations in Ala., Ark., Kan., La., Mo., Miss., Okla., Tenn. and Tex., issued June 30 on order of the Interstate Commerce Commission.

C. R. I. & P. in 13207-I gives the joint proportional rates on grain, grain products and seeds from Albright, Neb., Armourdale, Atchison, Kan., Council Bluffs, Ia., Kansas City, Mo., Leavenworth, Kan., Omaha, S. Omaha, Neb., and St. Joseph, Mo., to stations in Ill., Ind., Ia., Mich. and Wis., on connecting lines, effective Aug. 15.

C. R. I. & P. in Sup. 3 to 31408-A gives the local, joint and proportional rates on grain, grain products, seeds and broom corn from stations in Colo., Kan., Mo., Neb., N. M. and Okla., also Council Bluffs, Ia., and Memphis, Tenn., to Memphis, Tenn., New Orleans, La., and stations in Ala., Ark., La., Miss., and Okla., effective July 12.

C. R. I. & P. in Sup. 9 to 10389-F gives the local, joint and proportional rates on grain, grain products and seeds between St. Louis, Mo., E. St. Louis, Alton, Quincy, Ill., Hannibal, Mo., and stations in Ill., Ia., Minn., Mo., and S. D., also Armourdale, Atchison and Leavenworth, Kan., also on grain and grain products from stations in Ia., Minn. and S. D. to Cairo, Thebes, Ill., Evansville, Ind., and Louisville, Ky., effective Aug. 12.

C. & E. I. in Sup. 3 to 622-G gives the local, joint and proportional rates on grain, grain products and grain by-products, also broom corn, green corn, corn cobs, cottonseed, seeds and red top chaff from C. & E. I. stations, Henderson, Owensboro, Ky., and from Cairo, Ill. (via M. & O.), Joliet, Ill. (via E. J. & E.), and Moline Transfer, Ill. (via C. M. & G.), to points in Ill., Ind., Ia., Ky., Mich., Minn., Mo., O., Pa., and Wis., effective July 18.

C. B. & Q. in Sup. 24 to 3457-H gives rules and regulations affecting freight on the C. B. & Q. including reconsigning, stopping in transit, restrictions as to acceptance of freight and freight requiring prepayment or guarantee, mileage payments and rental charges on private cars, etc., effective July 25.

C. B. & Q. in Sup. 8 to 1346-G gives the local, joint and proportional rate on grain and grain products between Chicago, Peoria, Quincy, E. St. Louis, Ill., St. Louis, Mo., etc., and stations on the C. B. & Q., G. & W., R. I. Sou. Ry., and C. B. & Q., Mississippi river points, Dubuque, Ia., and south thereof; also stations on the M. B. & S., effective July 25.

C. B. & Q. in Sup. 5 to 1218-G gives the local and joint rates on grain and grain products from stations in Kan., Neb., Wyo., and Colo., on the C. B. & Q. to Cairo, Metropolis, Ill., Evansville, Ind., Memphis, Tenn., New Orleans, La., also Port Arthur, Beaumont, Port Bolivar, Tex., New Orleans, Southport, Westwego, Port Chalmette, La., Pensacola, Fla., Mobile, Ala., Gulfport, Miss., Galveston, Houston and Texas City, Tex., when for export, effective Aug. 1.

C. B. & Q. in Sup. 7 to 1362-L gives the local, joint and proportional rates on grain, grain products and seeds between St. Paul, Minneapolis, Duluth, Stillwater, Winona, Minn., and stations in Ill., Ind., Ky., West bank Mississippi River points, also Green Bay and Kewaunee, Wis., also to points east of the Illinois-Indiana state line or south of the Ohio River. Issued on order of the I. C. C., which suspended Sup. 3, 1362-L until Nov. 28. Pending restoration 1362-L and effective supplements will remain in effect.

C. R. I. & P. in Sup. 19 to 22000-F gives the local, joint and proportional rates on grain, grain products and seeds between Chicago, Moline, Peoria, Rock Island, Ill., Clinton, Davenport, Keokuk, Muscatine, Ia., Minneapolis, Minnesota Transfer, St. Paul, Minn., and other stations listed under Index 1 to 2116 and stations on the C. R. I. & P. and connections in Ill., Ia., Minn., Mo., and S. D., including Kansas City, St. Joseph, Mo., Council Bluffs, Ia., Armourdale, Atchison, Leavenworth, Kan., Albright, Omaha and S. Omaha, Nebr., effective July 29.

C. B. & Q. in a suspension notice, Sup. 2 to 1218-H, gives the local and joint rates on grain, grain products and hay from stations in Kan., Neb., Wyo., and Colo., on the C. B. & Q. to Cairo, Metropolis, Ill., Evansville, Ind., Greenville, Miss., Memphis, Tenn., Natchez, Miss., New Orleans, La., Vicksburg, Miss., and stations taking same rates or higher, also Port Arthur, Tex., Port Bolivar, Tex., New Orleans, Southport, Westwego, Port Chalmette, La., Pensacola, Fla., Mobile, Ala., Gulfport, Miss., Galveston and Texas City, Tex., when for export. Pending restoration of 1218-H, 1218-G will remain in effect.

A. T. & S. F. in Sup. 11 to 5702-F gives the local, joint and proportional rates on broom corn, castor beans, popcorn, seeds, hay, and straw, between points in Kan., Colo., Okla., also Superior, Neb., and Joplin, Mo., and Kansas City, Mo.-Kan., St. Joseph, Mo., Atchison, Leavenworth, Kan., Omaha, Lincoln, Neb., Sioux City, Ia., Chicago, Peoria, Ill., St. Louis, Mo., St. Paul, Minn., and points taking same rates or higher, also distance rates between Kansas stations and stations in Kan. and Okla., also on corn husks from stations in Okla., to Chicago, St. Louis, E. Ft. Madison, Ft. Madison and Missouri River points, effective July 25.

RUSSIA is suffering from a severe drouth in all sections and crops have been ruined. The Russian press fears a food shortage during the coming season.

Receiver Asked for Co-Operative Society.

Edward Gentle and several others have petitioned the court at Chicago, Ill., to appoint a receiver for the Co-operative Society of America and to oust Harrison Parker, its promoter.

The Society operates 190 stores, which the petitioners state are being operated at a loss of \$20,000 per month. Dividends are alleged to have been paid not thru profits, but thru the sale of additional certificates. The bill charges that 66,000 investors have sunk \$8,000,000 in the venture and that now Parker is endeavoring to sell certificates amounting to \$9,000,000.

ELLIS DRIERS

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Experience is a wonderful asset. The Ellis Drier Company, has had 23 years experience in drying all classes of material including grain, rice, cotton-seed, meal, hominy, grits, etc. If you have a drying problem our experience may be of help to you. Your correspondence is solicited.

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THE ELLIS DRIER CO.
Roosevelt Road and Talman Ave.
CHICAGO, U.S.A.

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Use a good Telegraph Cipher Code, Prevent Errors, Reduce the Cost of Sending Messages and Prevent Contents Becoming Known to Agents.

Universal Grain Code, the most complete and up-to-date code published for the use of the grain dealers and millers. Its use will reduce your tolls one-half. Its 150 pages of bond paper contain 14,910 expressions for present-day terms, and no two of them are near enough alike to cause confusion. Bound in flexible leather. Price, \$3.00; Book paper, board cover, \$1.50.

Robinson Cipher Code with 1912 and 1917 Supplements for domestic grain business. Bound in flexible leather, price \$2.25; cloth, \$1.75.

A. B. C. Improved 5th Edition, contains a complete set of five letter code words for every expression in the former edition. Any two of these words may be combined and sent as one word, reducing telegraph tolls 50 per cent. Price in English, \$18.00.

Miller's Code (1917), for milling and flour trades, 3 1/2 x 6 inches, 77 pages, \$2.00.

Riverside Code, fifth edition, for millers and flour dealers. Bound in flexible leather, 228 pages, \$3.00.

Baltimore Export Cable Code, third edition, the latest, simplest and most popular code used in the export grain trade. Bound in leather, 412 pages. Price \$12.50.

Cross Telegraphic Cipher Code, for provision and grain trade. 145 pages, bound in flexible leather, \$2.00.

Your Name in gilt letters stamped on front cover of any of the above books for 35 cents extra. Any code upon short notice.

GRAIN DEALERS JOURNAL

305 S. La Salle Street, Chicago, Ill.

Supply Trade

Baltimore, Md.—The Chesapeake Belting Co. has registered the words "King Cotton" as its trade mark No. 145,770, for use on canvas belting.

Traveling salesmen are listing hotels which insist upon charging extortionate rates for rooms and commending the hotels which reduce their rates in keeping with present day costs.

Milwaukee, Wis.—Franklin P. Mann, pres. of the Milwaukee Bag Co., died June 2 after an illness of ten days. Mr. Mann was well known and his reputation with the trade was of high standing.

New York, N. Y.—With the U. S. Steel Corporation announcing additional cuts in prices, it is evident the industry as a whole has reached the conclusion common in many other lines of business that prices must be reduced to a point that will start buying.

Indianapolis, Ind.—The McMillin Truck & Wagon Dump has been installed in the following elevators: Comer & Searce Co., Mooresville, Ind., Wm. Nading Grain Co., Greensburg, Ind., Perry Frazier, Chapman, Kans., Grove City Farmers Exchange Co., Grove City, O.

Kewanee, Ill.—The following Illinois elevator operators have recently purchased Kewanee Truck Lifts: F. E. Davison, Rock Falls; Harmon Farmers Grain & Coal Co., Harmon; Tremont Co-op. Grain Co., Tremont; Farmers Elvtr. & Supply Co., Morrison; and Mathis Bros. & Co., Lyndon.

I have been through five depressions during my business life. They all act alike. This latest one acts exactly like all the rest. The men, who if business fell off 66%, increased their selling efforts 75% managed to pull through as if there was no depression, and the efforts of such men tend to shorten the periods of depression.—Thomas A. Edison.

Bethlehem, Pa.—E. G. Grace, pres. Bethlehem Steel Co., on July 4th, in announcing a reduction in the prices of the company's products, says: The new prices represent a reduction of \$4 a ton on bars, structural shapes, plates, skelp, billets, sheet bar, slabs, and blue annealed sheets, \$5 a ton on black and galvanized sheets, \$10 per ton on tinplate.

New York, N. Y.—The U. S. Steel Corporation on July 6 announced it has decided to recommend to its subsidiary companies that they reduce prices to correspond with competitors' prices. Following this announcement the American Sheet & Tin Plate Co. reduced the price on sheets from \$7 to \$14 per ton, while the American Steel & Wire Co. cuts its entire list of wire products \$5 a ton.

Chicago, Ill.—The Link-Belt Co. has acquired all of the capital stock of the H. W. Caldwell & Son Co. Two experienced and successful companies in the conveyor world have thus joined forces, with the result that the Link-Belt Co. has added two new lines, helicoid conveyors and power transmission machinery, to its line of manufactures. While the H. W. Caldwell & Sons Co. plant will continue to operate under separate corporate existence and under its present name, the joint facilities of the two companies, and the broader avenues of distribution of the Link-Belt Co. ought to prove of distinct advantage to the customers of both. Frank C. Caldwell has been elected a director of the Link-Belt Co.

Kansas City, Mo.—Fairbanks, Morse & Co., southwestern distributors for the Kewanee Implement Co., report the following sales of the Kewanee Truck Lift in Oklahoma: Hooker Equity Exchange and the Hooker Elvtr. Co., Hooker; Shepherd & Son and J. C. McCollum, Hobart; in Kansas, Mitchell Co. Farmers Union Co-op. Ass'n, Glen Elder; Geo. A. Miner and G. W. Justice, Cedar Bluffs.

Metals are selling at the lowest levels in years. Zinc is offered at 4.35c per pound, the lowest since 1902 except for a brief period in 1907-8. Lead is quoted at 4.05c. Copper has sagged to 12.87½. Aluminum ingots are quoted at 22c, which is less than the price of copper a few years ago. Tin is selling at 29c. Pig iron prices are still above the pre-war level, eastern Pennsylvania furnaces offering at \$21 per ton. A reduction of \$5 a ton on steel sheets was announced at Chicago last week.

New York, N. Y.—The U. S. Government brot suit June 30 to dissolve the Cement Manufacturers Protective Ass'n by complaint against 19 corporations and 4 individuals. This suit supplements the indictments last March against 74 cement corporations and 42 individuals. The action was brot under orders from Attorney-General Daugherty, who said some time ago that there were upwards of 400 unlawful combinations in this country engaged in restraining trade and raising prices. The greed of the cement trust is proving its undoing.

The Trapp-Gohr-Donovan Co. in an interesting booklet entitled "The Party Is Over," says: "Deflation is with us and also with the rest of the world. We all knew this adjustment had to come sometime so why feel blue and discouraged? We have the money, the credit, the factories, the labor, the materials, the brains, the initiative, and we are naturally optimistic. Pessimism is a disease and follows poor circulation. Exercise is the best cure for it. Go out after the orders. Put jazz, pep, ginger, into your efforts. Burn the crepe and jump on the crepe hangers with both feet. Forget the last five years and keep your eye on the next five, and dig for business. If you don't, someone else will get it."

Akron, O.—Announcement has been made of the organization of the International B. F. Goodrich Corporation, with capital stock of \$10,000,000. The new corporation will handle the foreign business of the B. F. Goodrich Co., representing it in foreign countries except Canada. It will handle all the products of the parent company, including rubber belting, hose and packing, tires, etc. The B. F. Goodrich Co. has built up a very large foreign business since it entered these markets over 20 years ago, and the great volume of this business, as well as its steady and rapid increase, has made necessary an organization like the new corporation thru which will be effected centralization of all these foreign activities. In addition to its offices in other countries, the new company will maintain offices in New York. The administration and operating offices will be located in Akron.

New York, N. Y.—The sec'y of the American Engineering Standards Com'te, Dr. P. G. Agnew, has just returned from a short trip to Europe to attend a conference in London of the secretaries of the national standardizing bodies. After the conference he visited France, Switzerland and Germany for a more detailed study of the standardization work in those countries. It was the view of the conference that international co-operation in industrial standardization work should proceed along such informal lines being based primarily upon the interchange of information on active subjects of mutual interest, rather than by any attempt at the present time to form a general interna-

tional standardizing body; that in cases in which formal organization should be found necessary, the organization should preferably be by subject or industry, somewhat along the lines of the International Electrotechnical Commission.

Insurance Notes.

THE ANNUAL OUTING of the employees of the Hartford Fire Insurance Co. was held on June 28 at Dellwood Park, Ill.

WATCH THE INSULATION on the wires of the gasoline or oil engine. An overheated engine igniting oil soaked wires may cause considerable damage.

TO REDUCE insurance rates and fire hazards Supt. Travis of the Kansas Insurance Department is urging builders of new property to submit plans and specifications for inspection.

THE MINNESOTA COMPENSATION law, which provides that employees injured in their work get more compensation is worrying the insurance companies. The National Council of Compensation Insurance Companies contends that the new law justifies an increase of 35% in rates.

SPRINGFIELD, ILL.—Gov. Small has signed the bill increasing the workmen's maximum compensation from \$3,500 to \$3,750, and allowance for temporary incapacity from \$12 to \$14 per week. The salaries of members of the Commission was increased from \$5,000 to \$6,000.

A NUMBER of members of the Underwriters Grain Ass'n at Chicago are not authorized by their charters to write explosion insurance, but attorneys have given the Ass'n an opinion that explosions of grain dust arise only from fire and therefore companies not specifically authorized could go on risks due to explosion of grain dusts.

ARE WORKERS BECOMING more careless? The Industrial Commission of Illinois which administers the Workmen's Compensation Law on July 1 reported that during the past year there were in Illinois 49,998 compensable accidents, compared with but 38,289 during the preceding year. In the past year 597 of the accidents were fatal, whereas only 535 of the accidents during the preceding year were fatal. These figures are all the more startling when one realizes that on account of the depression in business fewer persons were employed during the past year than during the preceding year.

AMENDMENTS to the Workmen's Compensation Act of Wisconsin increase the maximum weekly wage basis from \$22.50 to \$26, the maximum compensation payable weekly being thereby increased from \$14.63 to \$16.90. It is estimated that this will increase the cost of compensation from 7 to 8 per cent. Another measure enacted at the recent session of the Wisconsin Legislature makes it compulsory for an employer to maintain a reasonable panel of physicians from which the employe may select his doctor in case of injury, the idea being to give employes a greater choice in selecting physicians to treat them.

SPRINGFIELD, ILL.—Reciprocity and inter-insurers are subject to rigorous regulation under the bill just enacted by the Illinois Legislature. It requires a reserve of 50 per cent of the net advance deposit collected and credited to the accounts of subscribers, or 100 per cent of the net unearned deposit. Each inter-insurer must accumulate and keep on hand within six months after organization, and advance deposit in excess of its liability to the amount of \$25,000 for fire insurance, \$25,000 for automobile or public liability and \$50,000 for workmen's compensation of employers' liability insurance. The law went into effect July 1.

IN BRAZIL there is a strong feeling for a moratorium according to a cable sent by Commercial Attache Schurz at Rio De Janeiro on July 1.

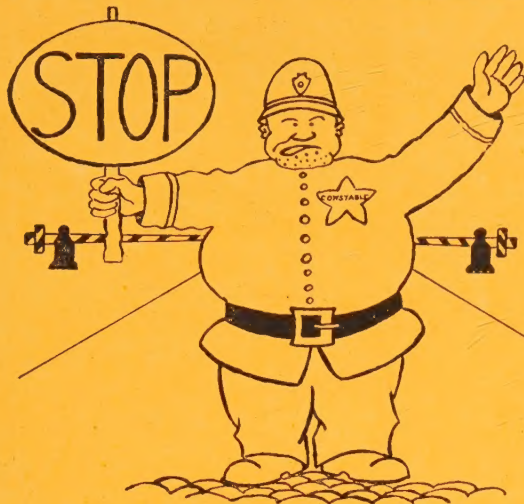
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Our 50 gallon Metal Fire Barrels will save you any worry. Complete with 3 buckets hung on hooks and submerged in anti-freeze solution ready for instant use.

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If your plant burned would you be entirely blameless? Have you done every thing within reason to prevent fire?

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Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA

J. A. KING, President Geo. A. WELLS, Secretary

Write for Information Regarding Short Term Grain Insurance

GRAIN INSURANCE

The "Grain Dealers Mutual" Way of handling grain insurance is the result of twenty years experience in looking after the needs of the elevator man. There is no better way.

Just wire our office handling your territory whenever you want grain insurance, and we will do the rest.

C. R. McCOTTER,
Western Manager
Omaha, Nebraska



C. A. McCOTTER
Secretary
Indianapolis, Ind.

We are no farther away than your Phone or Telegraph office

ORGANIZED 1902

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LIVERNE, MINN.

Average return for 19 years, 50% of the Deposit Premium.
Grain values reported monthly affords full protection.

Write for Information.

E. H. MORELAND, Secretary

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perience of Others**

Frequently you read of fire and explosion wrecking a trainload of grain or a mill and elevator.

What chance have you got to replenish your finances should your grain be lost?

Profit by the experience of others who have lost their entire investment because they did not carry insurance. You should have a policy in the Hartford Fire Insurance Company.

Should loss then be incurred, you will receive indemnity for the value of the grain destroyed or damaged.

Find out about the complete security afforded you through Hartford Insurance and Hartford Mill and Elevator Service by writing to the

Hartford Fire Insurance Co.
Mill and Elevator Department

H. W. Donnan, Supt.

39 So. LaSalle St.

Chicago, Illinois

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Cane Blackstrap Molasses

makes feed better, and will make business better for the manufacturer of mixed feeds. We can make prompt shipment. Write or wire for quotations.

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